EPA Mileage Ratings for '86 models

	Est. MPG City	Hwy.	Engine CID	†Trans.
GMC K-15	12	16	305	M4
GMC K-15	14	17	305	M4C
GMC K-15	12	16	350	L4
GMC K-15 Diesel	17	21	379	L4
GMC K-15 Diesel	18	20	379	M4
GMC K-15 Diesel	18	19	379	M4C
GMC K-25	12	16	350	L4
GMC K-25	10	15	350	M4C
GMC K-25 Diesel	17	21	379	L4
GMC K-25 Diesel	17	18	379	M4C
GMC T-15 FI	20	26	151	L4
GMC T-15 FI	22	27	151	M4
GMC T-15 FI	21	27	151	M5
Jeep Comanche Diesel	28	29	126	M5
Jeep Comanche FI	20	22	150	L3
Jeep Comanche FI	19	23	150	M4
Jeep Comanche FI	22	26	150	M4
Jeep Comanche FI	21	25	150	M5
Jeep Comanche	17	19	173	L3
Jeep Comanche	17	22	173	M5
Jeep J-10	16	19	256	A3
Jeep J-10	14	19	258	M4
Jeep J-10	11	13	360	A3
Jeep J-20	11	13	360	A3
Nissan	19	21	146	M5
Nissan FI	18	22	146	M5
Toyota	20	24	144	M5
Toyota	19	22	144	M5
Toyota FI	18	20	144	L4
Toyota FI	21	22	144	L4
Toyota FI	18	22	144	M5
Toyota FI	21	24	144	M5
CARGO VANS				
Chevrolet Astro	21	26	151	L4
Chevrolet Astro	21	26	151	M4
Chevrolet Astro	23	28	151	M5
Chevrolet Astro	17	22	262	L4
Chevrolet Astro	18	22	262	M4
Chevrolet Astro	18	24	262	M5
Chevrolet G-10/20	17	19	262	A3
Chevrolet G-10/20	17	21	262	L4
Chevrolet G-10/20	15	18	262	L4
Chevrolet G-10/20	15	18	262	M3
Chevrolet G-10/20	18	20	262	M3
Chevrolet G-10/20	17	21	262	M4
Chevrolet G-10/20	16	20	262	M4
Chevrolet G-10/20	15	18	305	L3
Chevrolet G-10/20	15	18	305	L4
Chevrolet G-10/20	15	20	305	L4
Chevrolet G-10/20	15	18	305	M3
Chevrolet G-10/20	15	18	305	M4
Chevrolet G-10/20 Diesel	19	23	379	L4
Chevrolet G-10/20 Diesel	20	23	379	M4
Chevrolet G-30	16	19	262	L4
Chevrolet G-30	15	18	262	M3
Dodge B-150/B-250	14	15	225	A3
Dodge B-150/B-250	15	17	225	L3
Dodge B-150/B-250	14	17	225	M4
Dodge B-150/B-250	16	19	225	M4
Dodge B-150/B-250	14	15	318	A3
Dodge B-150/B-250	13	14	318	A3
Dodge B-150/B-250	13	18	318	L3
Dodge B-150/B-250	14	17	318	M4
Dodge B-150/B-250	12	18	318	M4
Dodge B-150/B-250	11	13	360	A3
Dodge B-350	14	15	318	A3
Dodge B-350	12	14	318	A3
Dodge B-350	11	12	360	A3
Ford Aerostar	20	24	140	L4
Ford Aerostar FI	26	29	140	M5
Ford Aerostar	17	23	171	L4
Ford Aerostar	18	24	171	M5
Ford E-150 Econoline	15	17	300	A3
Ford E-150 Econoline	16	21	300	L4
Ford E-150 Econoline	17	18	300	M4
Ford E-150 Econoline	20	25	300	M4
Ford E-150 Econoline FI	14	18	302	L4
Ford E-150 Econoline	12	13	351	A3
Ford E-250 Econoline	15	17	300	A3
Ford E-250 Econoline FI	14	17	302	L4
Ford E-250 Econoline	11	13	351	A3
GMC G-15/25 Vandura	17	19	262	A3
GMC G-15/25 Vandura	17	21	262	L4
GMC G-15/25 Vandura	15	18	262	L4
GMC G-15/25 Vandura	16	20	262	M3
GMC G-15/25 Vandura	15	18	262	M3
GMC G-15/25 Vandura	17	21	262	M4
GMC G-15/25 Vandura	16	20	262	M4
GMC G-15/25 Vandura	15	18	305	L3
GMC G-15/25 Vandura	15	18	305	L4
GMC G-15/25 Vandura	15	20	305	L4
GMC G-15/25 Vandura	15	18	305	M3
GMC G-15/25 Vandura	15	18	305	M4
GMC G-15/25 Vandura Diesel	19	23	379	L4
GMC G-15/25 Vandura Diesel	20	23	379	M4
GMC G-35 Vandura	16	19	262	L4
GMC G-35 Vandura	15	18	262	M3
GMC Safari	21	26	151	L4
GMC Safari	21	26	151	M4
GMC Safari	23	28	151	M5
GMC Safari	17	22	262	L4
GMC Safari	18	22	262	M4
GMC Safari	18	24	262	M5
Toyota	21	23	137	L4
Toyota	22	24	137	M5
PASSENGER VANS				
Chevrolet Astro	21	26	151	L4
Chevrolet Astro	21	26	151	M4
Chevrolet Astro	23	28	151	M5
Chevrolet Astro	17	22	262	L4
Chevrolet Astro	17	21	262	M4
Chevrolet Astro	17	23	262	M5
Chevrolet G-10/20 Sportvan	16	17	262	A3
Chevrolet G-10/20 Sportvan	15	17	262	L4
Chevrolet G-10/20 Sportva	16	19	262	L4
Chevrolet G-10/20 Sportvan	15	18	262	M3
Chevrolet G-10/20 Sportvan	14	16	262	M3
Chevrolet G-10/20 Sportvan	13	13	305	L3
Chevrolet G-10/20 Sportvan	14	17	305	L4
Chevrolet G-10/20 Sportvan Diesel	13	16	350	L4
Chevrolet G-10/20 Sportvan Diesel	13	17	350	L4
Chevrolet G-10/20 Sportvan Diesel	18	23	379	L4
Chevrolet G-10/20 Sportvan Diesel	18	21	379	M4
Chevrolet G-30 Sportvan	11	14	350	L4
Chevrolet G-30 Sportvan	11	13	350	L4
Dodge B-150/B-250	14	16	225	A3
Dodge B-150/B-250	15	17	225	L3
Dodge B-150/B-250	15	19	225	M4
Dodge B-150/B-250	12	14	318	A3
Dodge B-150/B-250	13	14	318	A3
Dodge B-150/B-250	13	16	318	L3
Dodge B-150/B-250	12	18	318	M4
Dodge B-150/B-250	14	17	318	M4
Dodge B-150/B-250	11	12	360	A3
Dodge B-350	12	14	318	A3
Dodge B-350	12	14	318	A3
Dodge B-350	10	12	360	A3
Ford Aerostar FI	23	27	140	M5
Ford Aerostar	16	21	171	L4
Ford Aerostar	17	22	171	M5
Ford E-150 Club Wagon	14	16	300	A3
Ford E-150 Club Wagon	14	18	300	L4
Ford E-150 Club Wagon	14	18	300	M4
Ford E-150 Club Wagon FI	14	17	302	L4
Ford E-150 Club Wagon	12	13	351	A3
GMC G-15/25 Rally	16	17	262	A3
GMC G-15/25 Rally	15	17	262	L4
GMC G-15/25 Rally	16	19	262	L4
GMC G-15/25 Rally	14	16	262	M3
GMC G-15/25 Rally	15	18	262	M3
GMC G-15/25 Rally	13	13	305	L3
GMC G-15/25 Rally	14	17	305	L4
GMC G-15/25 Rally	13	16	350	L4
GMC G-15/25 Rally	13	17	305	L4
GMC G-15/25 Rally Diesel	13	23	379	L4
GMC G-15/25 Rally Diesel	18	21	379	M4
GMC G-35 Rally	11	14	350	L4
GMC G-35 Rally	11	13	350	L4
GMC Safari	21	26	151	L4
GMC Safari	21	26	151	M4
GMC Safari	23	28	151	M5
GMC Safari	17	22	262	L4
GMC Safari	17	23	262	M5
Toyota	21	23	137	L4
Toyota	22	24	137	M5
Volkswagen Vanagon	14	18	129	A3
Volkswagen Vanagon	16	18	129	M4
SPECIAL PURPOSE VEHICLES/2WD				
Chevrolet C-10 Suburban	14	17	305	L4
Chevrolet C-10 Suburban	13	18	350	L4
Chevrolet C-10 Suburban	13	17	350	L4
Chevrolet C-10 Suburban FI	18	23	379	L4
Chevrolet S-10 Blazer	21	26	151	L4
Chevrolet S-10 Blazer	21	26	151	M4
Chevrolet S-10 Blazer	23	28	151	M5
Dodge AD-150 Ramcharger	12	14	318	A3
Dodge AD-150 Ramcharger	14	15	318	A3
Dodge AD-150 Ramcharger	13	16	318	L3
Dodge AD-150 Ramcharger	11	13	360	A3
Dodge Caravan/Ram Van 2WD	20	23	135	A3
Dodge Caravan/Ram Van 2WD	19	22	135	A3
Dodge Caravan/Ram Van 2WD	22	27	135	M4
Dodge Caravan/Ram Van 2WD	22	28	135	M4
Dodge Caravan/Ram Van 2WD	21	27	135	M5
Dodge Caravan/Ram Van 2WD	21	27	135	M5
Dodge Caravan/Ram Van 2WD	19	22	156	A3
Ford Bronco II	23	27	140	M5
Ford Bronco II	18	23	179	L4
Ford Bronco II	19	24	179	M5
GMC C-15 Suburban	14	17	305	L4
GMC C-15 Suburban	13	16	350	L4
GMC C-15 Suburban	13	17	350	L4
GMC C-15 Suburban Diesel	18	23	379	L4
GMC S-15 Jimmy	21	26	151	L4
GMC S-15 Jimmy	21	25	151	M4
GMC S-15 Jimmy	23	28	151	M5
Jeep Cherokee/Wagoneer Diesel	28	31	126	M5
Jeep Cherokee/Wagoneer FI	20	23	150	L3
Jeep Cherokee/Wagoneer FI	20	24	150	M4
Jeep Cherokee/Wagoneer FI	24	27	150	M4
Jeep Cherokee/Wagoneer FI	22	27	150	M5
Jeep Cherokee/Wagoneer	17	19	173	L3
Jeep Cherokee/Wagoneer	17	22	173	M5
Plymouth Voyager	20	23	135	A3
Plymouth Voyager	21	27	135	M5
Plymouth Voyager	21	27	135	M5
Plymouth Voyager	19	22	156	A3
SPECIAL PURPOSE VEHICLES/4WD				
AMC Eagle	16	19	258	A3
AMC Eagle	17	21	258	M5
Chevrolet K-10 Blazer 4WD	13	17	305	L4
Chevrolet K-10 Blazer 4WD	14	17	305	M4C
Chevrolet K-10 Blazer 4WD	12	16	350	L4
Chevrolet K-10 Blazer Diesel	17	21	379	L4
Chevrolet K-10 Suburban	11	16	350	L4
Chevrolet K-10 Suburban	12	16	350	L4
Chevrolet K-10 Suburban	11	13	350	M4C
Chevrolet K-10 Seburban Diesel	16	21	379	L4
Chevrolet T-10 Blazer	19	24	151	L4
Chevrolet T-10 Blazer	22	25	151	M4
Chevrolet T-10 Blazer	20	26	151	M5
Dodge AW-150 Ramcharger	11	14	318	A3
Dodge AW-150 Ramcharger	11	14	318	M4C
Dodge AW-150 Ramcharger	10	12	360	A3
Dodge AW-150 Ramcharger	11	13	360	M4C
Dodge Colt Vista	19	25	122	M5
Ford Bronco II FI	17	22	179	L4
Ford Bronco II FI	18	22	179	M5
Ford Bronco	15	15	300	A3
Ford Bronco	17	21	300	M4
Ford Bronco	16	17	300	M4C
Ford Bronco FI	13	17	302	L4
Ford Bronco FI	13	15	302	M4C
Ford Bronco	12	13	351	A3
GMC K-15 Jimmy	13	17	305	L4
GMC K-15 Jimmy	14	17	305	M4C
GMC K-15 Jimmy	12	16	350	L4
GMC K-15 Jimmy Diesel	17	21	379	L4
GMC K-15 Suburban	12	16	350	L4
GMC K-15 Suburban	11	16	350	L4
GMC K-15 Suburban	11	13	350	M4C
GMC K-15 Suburban Diesel	16	21	379	L4
GMC T-15 Jimmy	19	24	151	L4
GMC T-15 Jimmy	22	25	151	M4
GMC T-15 Jimmy	20	26	151	M5
Isuzu Trooper Diesel	28	28	137	M5
Isuzu Trooper	15	21	138	M5
Isuzu Trooper	16	21	138	M5
Jeep Cherokee/Wagoneer Diesel	28	29	126	M5
Jeep Cherokee/Wagoneer FI	20	22	150	L3
Jeep Cherokee/Wagoneer FI	19	23	150	M4
Jeep Cherokee/Wagoneer FI	23	26	150	M4
Jeep Cherokee/Wagoneer FI	21	25	150	M5
Jeep Cherokee/Wagoneer	17	19	173	L3
Jeep Cherokee/Wagoneer	17	22	173	M5
Jeep CJ-7	19	20	150	M4
Jeep CJ-7	18	19	150	M5
Jeep CJ-7	16	18	258	A3
Jeep CJ-7	17	19	258	M4
Jeep CJ-7	17	21	258	M5
Jeep Grand Wagoneer	15	17	258	A3
Jeep Grand Wagoneer	14	19	258	M4
Jeep Grand Wagoneer	11	13	360	A3
Mitsubishi Montero	17	17	156	A3
Mitsubishi Montero	18	20	156	M5
Nissan Stanza Wagon	19	21	120	L4
Nissan Stanza Wagon	20	24	120	M5
Plymouth Colt Vista	19	25	122	M5
Subaru Hatchback	24	28	109	M4
Subaru Hatchback	24	29	109	M4
Subaru Sedan/3-Door	22	24	109	A3
Subaru Sedan/3-Door	21	24	109	A3
Subaru Sedan/3-Door	22	29	109	M5
Subaru Sedan/3-Door	23	29	109	M5
Subaru Sedan/3-Door Turbo	22	24	109	A3
Subaru Sedan/3-Door Turbo	24	28	109	M5
Subaru Wagon	22	24	109	A3
Subaru Wagon	21	24	109	A3
Subaru Wagon	23	29	109	M5
Subaru Wagon	22	28	109	M5
Subaru Wagon Turbo	22	24	109	A3
Subaru Wagon Turbo	23	27	109	M5
Subaru XT Turbo	22	24	109	A3
Subaru XT Turbo	23	27	109	M5
Suzuki Samurai	27	29	81	M5
Suzuki Samurai Conv	27	29	81	M5
Toyota 4Runner Turbo	17	19	144	L4
Toyota 4Runner Turbo	19	22	144	L4
Toyota 4Runner FI	20	23	144	M5
SPECIAL PURPOSE VEHICLES/CAB CHASSIS				
Chevrolet S-10 Cab Chassis 2WD	19	19	151	M4
Dodge D-250 Cab Chassis 2WD	11	12	360	A3
Ford Ranger Cab Chassis	18	23	179	L4
Ford Ranger Cab Chassis	17	20	179	M5
GMC S-15 Cab Chassis 2WD	19	19	151	M4
Nissan Cab Chassis 2WD	15	15	146	M5
Toyota Cab/Chassis	13	13	144	A4
Toyota Cab/Chassis	16	16	144	M4

†—Transmission: A—Automatic; C—Creeper; L—Lockup; M—Manual.

*—Available in Puerto Rico only.

letterbox

Continued from Page 10

dom, introducing premium models with analog dashboards.

It would be a shame to read one day that the market research staffs of our own auto makers were found to be in the same position as that well known team from Coca-Cola.—**David J. Rivkin,** Forest Hills, N.Y.

Mercedes blamed

I am writing in regard to the article "Mercedes letter slaps gray market" in your Aug. 12 issue.

The gray market was created by Mercedes-Benz itself by raising the price of U.S. models out of the sky, even though our strong dollar would suggest the opposite.

In Paris, one can still purchase a 190-E new for less than $13,000—a 50 percent discount off what it sells for in the U.S. (granted there is almost $1,500 worth of extra equipment and regulations built into a U.S. version).

When the spread (which equals extra profit on cars sold in the U.S.) is as wide as $25,000 on some models, even the affluent (by foreign standards) U.S. buyers stop being gullible and generous and start to look for ways to reduce their own household deficit.

With its decision not to service gray-market vehicles, Mercedes-Benz of North America lost many previously loyal customers to independents. For each dealership that refuses, there are at least 25 highly qualified and "factory-trained" Mercedes service facilities with prices less outrageous than those of their dealers.

M-B spends millions fighting the gray market and independent parts suppliers to maintain its double standard and keep its insane profits coming from the U.S. But its management soon will realize that the U.S. economy is governed by the spirit of free enterprise. Dictatorship and greed can go only so far in a free society. —**Ted W. Kennedy,** Kennedy Coach Works, Anaheim, Calif.

Centennial logo

One of two winners in the international poster contest sponsored by Daimler-Benz for the 100th anniversary of the automobile celebration is this creation from Alan Fletcher, of London. His design is also being used by Daimler-Benz as its centennial logo.

In attorney general's report

Makers found wanting on Conn. lemon law

HARTFORD.—In a new 113-page report on the state's first-in-the-nation automobile lemon law, Connecticut Attorney General Joseph I. Lieberman has charged that the bulk of the manufacturers are not displaying "a serious commitment" to resolving disputes with new-car buyers.

He said that only nine of the 43 manufacturers responded to a state questionnaire on their dispute settlement programs.

Noting that his office now has subpena capability to compel compliance with such requests in the future, Lieberman said, "The motor vehicle manufacturers exhibited a lack of cooperation with our requests for data, which indicates to me a general lack of concern for consumer relations.

"There's no trade deficit in the auto industry when it comes to customer relations," he said. "The Japanese, the Germans, the Italians and the Swedes are right up there with the Americans in terms of how poorly they serve consumers with complaints."

State Rep. John J. Woodcock III, who was the catalyst for the 1982 Connecticut state legislation, attended the same news conference. He contended that the automobile manufacturing community appears "more interested in window-dressing and PR. The manufacturers really aren't giving this particular law the time of day."

Both Woodcock and Lieberman said that Connecticut has sought to force manufacturer compliance with the guidelines of the lemon law. They said that the manufacturers' challenge of the law's very constitutionality—filed in Hartford Superior Court last March—is expected to be heard by the State Supreme Court.

For their part, the manufacturers are saying that the law is unfair per se because, while consumers may either accept or reject the arbitration panel's recommendation, the manufacturer has no choice but to accept the finding (unless it can be demonstrated that the decision was either arbitrary or capricious).

Under the state's lemon law, a new car or refund must be provided by the manufacturer if a defect cannot be repaired after four dealer attempts or if the car is in the shop for more than 39 days in its first two years (or 18,000 miles).

Rangers, Broncos recalled by Ford

DEARBORN.—Ford Motor Co. is recalling 4,000 1986-model Ranger and Bronco II vehicles equipped with 2.9-liter electronic-fuel-injected engines for replacement of a nylon fuel line.

Company studies show the two-inch, low-pressure hose may crack, allowing fuel to leak.

Another 28,000 1986-model Ranger and Bronco II vehicles will be corrected at the assembly plant or at Ford dealerships before delivery to customers, Ford said.

Winning posters selected in auto centennial contest

FRANKFURT, West Germany.—Alan Fletcher, of England, and Helmut Gratzfeld, of West Germany, won the international poster contest held as part of the preparations for the 100th anniversary of the automobile.

Fletcher, whose poster is being adapted for use as a logo, and Gratzfeld had the two most successful entries in a contest that drew more than 1,300 submissions from 25 countries.

The contest was sponsored jointly by Daimler-Benz and Auto Motor und Sport, a German automotive magazine.

Daimler-Benz, the world's oldest auto maker, will use the logo and the various posters to help celebrate its 100th anniversary. The official ceremonies will take place Jan. 29, 1986, 100 years to the day after Carl Benz was granted a patent for his first car.

Fletcher is a founder of Pentagram, Ltd., London. Gratzfeld runs an advertising agency in a Cologne suburb.

In addition to the first-place tie, there was also a tie for third. Work done by Andre Francois, a French graphic designer, and Thierry Thompson, an American living in Toronto, shared third place.

Fletcher's design features a bold white "100" with the "1" canted and raised slightly above the level of the two zeros so that it bears a figurative resemblance to an automobile.

The top nine entries received cash prizes, with Fletcher's and Gratzfeld's being 15,000 marks (slightly more than $5,000) apiece. Another 13 posters were given honorable mentions.

Tied for first

Helmut Gratzfeld's entry tied for first place in the international poster contest sponsored by Daimler-Benz as part of the 100th anniversary of the automobile celebration. Gratzfeld is a West German.

Burlington to make fabrics for U.S. auto market

GREENSBORO, N.C.—Burlington Industries will start making fabrics for the automotive industry under an agreement signed with Seiren Co., Ltd., a Japanese supplier of car seats and side panel cloth. Seiren sold Burlington the right to use technology that the Japanese firm had developed.

Burlington said it will make the fabric in the U.S. and could begin to sell it to domestic auto manufacturers in 12 to 14 months.

factories list auction dates

American Motors

Oct. 29—Arena Auto Auction, Chicago, and D-A Auto Auction, New Stanton, Pa.

Oct. 30—Columbus Fair Auto Auction, Obetz, O.; Central States Auto Auction, Mason City, Ia., and Mid-States Auto Auction, South Bend.

Oct. 31—Evansville Auto Auction, Evansville, Ind.; Todd Auto Auction, Telford, Pa.; Minneapolis Northstar Auto Auction, Shakopee, Minn., and Corry Auto Auction, Corry, Pa.

Chrysler Corp.

Oct. 29—Hatfield Auto Auction, Hatfield, Pa.; Aptco Auto Auction, Taylor, Mich.; Golden Gate Auto Auction, Fremont, Calif., and Nu-CarPrep System, Santa Fe Springs, Calif.

Oct. 30—Butler Auto Auction, Gibsonia, Pa.; Sand Mountain Auto Auction, Boaz, Ala; Minneapolis Auto Auction, Plymouth, Minn., and Dallas Auto Auction, Grand Prairie, Tex.

Oct. 31—Clanton's Auto Auction, Darlington, S.C.

Nov. 1—Concord Auto Auction, Acton, Mass., and Floyd Hauhe Auto Auction, Bridgeton, Mo.

Ford Motor Co.

Oct. 30—Minneapolis Northstar Auto Auction, Shakopee, Minn.

Oct. 31—Southwest Auto Auction, Phoenix, and 166 Auto Auction, Springfield, Mo.

Nov. 5—Harrisburg Auto Auction, Harrisburg, Pa., and Indianapolis Auto Auction, Indianapolis.

Nov. 6—Lakeland Auto Auction, Lakeland, Fla.; Metro Auto Auction of Kansas City, Lee's Summit, Mo., and Brasher's Southern California Auto Auction, Fontana, Calif.

Nov. 7—Skyline Auto Exchange, Inc., Fairfield, N.J.

Nov. 13—Columbus Fair Auto Auction, Obetz, O.; Concord Auto Auction, Acton, Mass., and Salt Lake Auto Auction, Salt Lake City.

Nov. 14—Atlanta Auto Auction, Red Oak, Ga.; Southwest Auto Auction, Phoenix, and Dallas Auto Auction, Dallas.

General Motors

Oct. 31—Southwest Auto Auction, Phoenix.

Nov. 5—Dallas Auto Auction, Dallas.

Nov. 6—Golden Gate Auto Auction, Fremont, Calif., and Hatfield Auto Auction, Hatfield, Pa.

Nov. 7—Aptco Auto Auction, Taylor, Mich., and Floyd Hauhe Auto Auction, Bridgeton, Mo.

Nov. 12—Denver Auto Auction, Englewood, Colo., and Florida Auto Auction of Orlando, Orlando.

Nov. 13—Northstar Auto Auction, Shakopee, Minn., and Brasher's Auto Auction, Fontana, Calif.

Nov. 14—Nashville Auto Auction, Nashville, and Big H Auto Auction, Houston.

Nov. 19—Southern Auto Auction, E. Windsor, Conn., and South Seattle Auto Auction, Kent, Wash.

used-car auction directory

NEW JERSEY

WE SELL FOR THE COUNTRY'S LEADING LEASING CO.'s • FLEETS BANKS • FORD MTR. CO. • GMAC

SKYLINE AUTO AUCTION

100 Route 46, Fairfield, N.J. 07006

(201) 227-8100

6 Lane Selling Every Tuesday

NEW YORK

Northway Exchange, Inc., Rte. 146, Clifton Park, N.Y. Auction, 518-371-7500; Recon, 371-7800. Northeast's Finest - Every Thursday, 11:30 A.M. sharp.

OHIO

Ohio Auto Auction. The Tuesday sale. 3905 Jackson Pike, Columbus, Ohio. Call: 614-871-2771

OHIO

Wednesday Auto Auction. Exit 49 on I-270. Columbus, Ohio. Every Wednesday. Call: Area 614-497-2000.

OHIO

Cincinnati Auto Auction. We service fleet & lease co's. Recon facities, p.u. & del.; 300 mi. Reg. sale Fri., 12 noon. Repossessed car sale 2nd & 4th Thur. 513-874-9310.

OREGON

Portland Auto Auction. Fleet & lease accts. welcome, repos, etc. The West's best. Call: Bert, 503-286-3000. 3000 No. Hayden Island, Portland, Oregon 97217.

PENNSYLVANIA

P A D E — Every Wednesday

SERVING DEALERS AND FLEETS SINCE 1957

Pennsylvania Auto Dealers' Exchange, Inc.

P.O. BOX 41 YORK, PA 17405

PHONE (717) 256-6811

PENNSYLVANIA

Hatfield Auto Auction, Route 309, Box 309, Hatfield, Pa. 215-822-1935. Every Tuesday-11 A.M. Pickup service.

PENNSYLVANIA

GARDEN SPOT AUTO AUCTION

EPHRATA, PA.

SALE TUESDAY, 10:30 A.M.

FULL SERVICE AUCTION

Dot .06 state fleet & lease accounts welcome

Contact: J. Omer Landis, Jim Landis

P.O. BOX 521, EPHRATA, PA. 17522

717-733-7917

SOUTH CAROLINA

Bruce Auto Auction & Recon Center—Fleet and Lease car and truck disposal our thing. AAA credit. 803-242-3090, Greenville, South Carolina.

SOUTH CAROLINA

Bruce Auto Auction & Recon Center—Fleet and Lease car and truck disposal our thing. AAA credit. 803-242-3090, Greenville, South Carolina.

TEXAS

Fort Worth Auto Auction. 2245 Jacksboro Hwy., Ft. Worth, TX 76114. Sale every Thursday. Contact: Frank Post, 817-626-5494.

VIRGINIA

Since 1970

Jim Wheatley's

Harrisonburg Auto Auction

WASHINGTON

So. Seattle Auto Auction. The lease & Fleet Specialists. Bob McConkey, Jr., 1-800-872-6800. P.O. Box 5189, Kent, Washington 98064.

CANADA

THE CANADIAN STOCK EXCHANGE

CANADA'S LARGEST AND FASTEST GROWING AUTO AUCTION CORPORATION

MONTREAL AUTO AUCTION LTD
325 rue Norman
Ville St-Pierre
P.Q., Canada H8R 1A3
Phone (514) 483-6000
WEDNESDAY — 10:00 A.M.

ONTARIO AUTO AUCTION CORP.
406 Lake Ave North
Hamilton, Ontario
Canada L8E 3C2
Phone (416) 560-4851
THURSDAY — 10:00 A.M.

HALIFAX-DARTMOUTH AUTO AUCTION LIMITED
15 Notting Court, Burnside
Industrial Park, Dartmouth
N.S., Canada B3B 1N2
Phone (902) 465-3373
TUESDAY — 10:30 A.M.

LAWRENCE AUTO AUCTION EXCHANGE LTD.
12742 King George Hwy
Surrey, British Columbia
Canada V3V 3K5
Phone (604) 580-0011
TUESDAY — 10:30 A.M.

At your service from coast to coast! Well over 2000 cars & trucks every week. Over 12000 registered dealers... Call now!

PLANNING A BIG SALE . . .
PLACE YOUR AD IN THIS SECTION!

NEW YORK

COMING NOV. 7

THE BIG APPLE'S FIRST AND ONLY AUTO AUCTION

WESTBURY RACEWAY AUTO AUCTIONS, INC. DBA

KONNERS N.Y. AUTO AUCTION

Thursdays, 11:30 AM

Konners' Brand New, 6 Lane Auto Auction Facility is the Newest in the Tri-state area.

- Fully Air Conditioned
- Two Paved Acres
- Total 24 Hour Security
- Export Buyers and Sellers
- Fleets and Utilities
- Leasing Companies
- Cars, Trucks, Special Purpose Vehicles
- Reconditioning Facilities
- 500 Mile pick up radius

6 Lane Selling Every Thursday!

Over 1000 Cars on Display!

WESTBURY RACEWAY AUTO AUCTIONS, INC. DBA

Konners NY Auto Auction

500 Oak Point Avenue

(at Barry Street)

Hunts Point, Bronx, NY 10474

1-(212) 589-9114

Eat at Famous McAnn's

Restaurant on the premises. Clean, Comfortable sit down eating daily.

Used Car Sales

Auction Averages

Oct. to date	$4,790
Month ago	$4,883
Year ago	$4,984

Model Breakdown

Auction Averages

	OCT. 1985	SEPT. 1985	AUG. 1985
1985	$9,705	$10,176	$11,068
1984	$6,813	$7,430	$7,766
1983	$6,129	$6,177	$5,923
1982	$4,898	$4,860	$5,094
1981	$3,639	$3,991	$4,228
1980	$2,939	$3,008	$3,165
1979	$2,385	$2,519	$2,585
1978	$1,800	$1,848	$2,099
Overall Average	$4,790	$4,883	$5,172

New-car sales in Canada advance 14 pct. for August

By Jenny L. King
Detroit Reporter

New-car sales in Canada were up 14.04 percent August to August. Truck sales advanced by more than 8,000 units, for a percentage gain of 49.56 percent.

The five major domestic auto makers reported passenger-car sales of 61,233 units in August, up 14.04 percent from 53,694 a year earlier. As was the case in the U.S., several companies were offering low-interest-rate financing to buyers of certain car and truck models, a fact that stimulated month-end results.

General Motors, where 8.8-percent financing was available, finished the month 22.59 percent ahead of 1984, with sales rising to 30,113 from 24,563. Ford sales were up 16.14 percent, to 14,725 from 12,679. Chrysler's North American-built car sales edged up 1.18 percent, to 13,339 from 13,184.

American Motors reported August sales of 2,303, down 5.19 percent from 2,429. The AMC numbers included 490 imported Renaults this year, compared with 657 in 1984. Volvo sales dropped 10.14 percent, to 753 from 838.

GM's share of the market moved up to 49.18 percent from 45.75 percent. Ford held 24.05 percent of the total, up from 23.61 percent. Chrysler dropped to 21.78 percent from 24.56 percent. AMC was down to 3.76 percent from 4.52 percent, and Volvo finished the month with 1.23 percent, down from 1.56 percent.

New-car sales January through August were up 7.55 percent, to 556,996 from 519,765.

August truck sales totaled 25,801, up 49.56 percent from 17,251 last year. The total included increases for all four major truck makers.

AMC Jeep had the biggest percentage gain, up 71.20 percent to 642 from 375 in August, 1984. Ford truck sales were up 53.74 percent, to 9,003 from 5,856. Chrysler reported a 50.31-percent climb, to 4,126 from 2,745, and GM was up 45.38 percent, to 12,030 from 8,275.

GM's share of the August truck market slipped to 46.63 percent from 47.97 percent. Ford moved up to 34.89 percent from 33.95 percent. Chrysler had 15.99 percent compared with 15.91 percent, and AMC grew to 2.49 percent from 2.17 percent.

Truck sales for the first eight months of 1985 were up 25.99 percent from their 1984 level, rising to 222,623 from 176,696.

Taiwan hoping to resume talks on Toyota project

TAIPEI, Taiwan.—Taiwan is still interested in a joint venture with Toyota Motor Corp. to make compact cars in Taiwan, according to Chao Yao-tung, chairman of Taiwan's Council for Economic Planning and Development.

Chao said he would like to bring the two sides together to resume talks if Toyota is still interested in the venture.

Toyota and Taiwan discussed the $265-million project to produce 300,000 cars annually for exports and domestic sales.

The talks were aborted last year, according to Chao, because Toyota and Taiwan authorities failed to reach an agreement on export quotas and local-content rates.

Since then, Chao said, "the government has substantially relaxed restrictions on the automobile industry, particularly export ratios and local-content rates."

Chao said the government also plans to further relax restrictions on foreign investment in Taiwan.

classified want ads

CARS WANTED

MIDWEST BUYER will buy all makes 1980 and up police cars. Call Joe Vaught at 913-299-3632, 788-5815, anytime. Dealer and bank references furnished.

NEW VW'S WANTED
All Models
DELRAY VOLKSWAGEN
305-243-0200

1985 or 1986 SUBARUS NEEDED
Budget Rent-A-Car
Call collect: Cal Hartline
215-345-4661

NISSANS
WE PAY HIGHEST PRICES
OVER INVOICE
Call
STUART NISSAN
305-286-8000

NEW BMW'S
318 & 325 Models
VISTA BMW
305-942-7400
Jay or Paul

CARS WANTED

WANTED
TOP DOLLAR PAID
ANY YEAR STRETCH LIMOUSINES
USED MERCEDES BENZ
& ROLLS ROYCES
Call: Jack, 213-839-9417

WANTED: NICE, low mileage BMW, Mercedes, Porsche, Volvo, etc. with no damage history. Call Terry Simpson, The Autostore, Bowling Green, Kentucky. 502-781-3591. No grey market cars.

NEW SUBARU'S WANTED
HALLISSY SUBARU
617-458-8000
Call: Sarkis Shamshoyan

LIMOUSINES WANTED. Stretch Cadillac and Lincoln. Frank Corrente, Frank Corrente's Cadillac Corner, Hollywood, California, 213-938-2623.

NEW '86
CHRYSLER FIFTH AVENUES
With Luxury Group
Willing to Pay Over Invoice
Must Have NVDR Cards
Contact:
Wayne Dupree or James Kern
RINGLER
CHEV/CHRYSLER/DODGE
Kilgore, Texas 75662
214-984-2503

CARS WANTED

WANTED NEW '86
ISUZU IMPULSES
TROOPER II
4x4 PUPS
CALL SCOTT SHULMAN
617-749-1950

NISSANS
WE WILL PAY MOST
OVER INVOICE
Call
STANG MOTORS
216-365-4147
Ask for Bob or Terry

MERCEDES, BMW, PORSCHES, Volvos wanted. Will pick up anywhere. John Weiss, Brentwood Ferrari, St. Louis, 314-862-9501.

HONDAS WANTED
"CALL FOR QUOTE"
Best Prices Paid
MIAMI HONDA
305-634-4582

NEW
TOYOTAS
WANTED
LIST PRICES PAID
Call HAROLD GATES
or BRUCE FREIMAN
DELRAY TOYOTA
DELRAY BEACH, FLORIDA
305-276-5000

SUBARU'S WANTED
Will pay over invoice
for all models
With or Without RDR Cards
CALL TOLL FREE
National
800-328-2721
Minneapolis
800-762-3768

WANTED ALL USED POLICE CARS
WILL TRAVEL ANYWHERE
TOP PRICES PAID
Call: MARVIN 212-681-0400
We Help You With Bids
We're #1 in the industry
WE WILL NOT BE OUT-BID
on 1984's or 1985's

WANTED
NEW '85 S-10
PICKUPS & BLAZERS
2 & 4 WHEEL DRIVE
Call Jim Vella
Spitzer Chevy
CLEVELAND, OHIO
(216) 467-4141

WANT AD ORDER BLANK

CLASSIFIED RATES: $6.40 per line for each insertion. Minimum 4-lines. Add $12.00 per insertion for use of confidential box service. POSITION WANTED: $4.25 per line. Minimum 4-lines. Add $12.00 per insertion for use of confidential box service-Position Wanted only. DISPLAY CLASSIFIED RATES: $82.00 per column inch for each insertion. Minimum one inch. Additional charge for plates to be made as a result of artwork, reverse, logos, etc. Frequency discount rates available on request. Closing deadline: MONDAY, 5 P.M. prior to publication date. ADVANCE PAYMENT REQUIRED: Use this space to type or print your classified advertising message. Indicate size desired if display.

Accepting — AMERICAN EXPRESS, VISA & MASTER CARD Credit Cards

_____

_____

_____

_____

_____

_____

_____

_____

_____

_____

_____

Number of Insertions _____ **Amount Enclosed $** _____

Name _____

Company _____

Address _____

Phone _____

Credit Card No. _____ **Exp. Date** _____

CLIP AND MAIL THIS FORM TO:
WANT AD DEPARTMENT
Automotive News
1400 WOODBRIDGE, DETROIT, MICHIGAN 48207
Phone orders also taken — Call MARIE HINGST, 313-446-6065

Finds 86 pct. in compliance

FTC checks dealers on credit advertising

Continued from Page 3

program, FTC staff reviewed thousands of auto credit advertisements in major newspapers in 16 cities and then contacted those who were not in compliance with its guidelines. That number came to 929 dealers.

According to the FTC, dealers in St. Louis and Minneapolis-St. Paul did the best job of coming into compliance (98 percent) while those in Dallas did the poorest job (83 percent).

Here is a list of how dealers in other major metropolitan areas did in terms of coming into compliance with FTC's guidelines:

Atlanta, 91 percent; Boston, 86 percent; Chicago, 96 percent; Denver, 85 percent; Houston, 96 percent; Kansas City, 88 percent; Los Angeles, 97 percent; Miami, 86 percent; Philadelphia, 91 percent; San Francisco, 97 percent; Seattle, 88 percent; Virginia Tidewater area, 96 percent, and Washington, 93 percent.

According to Fortney, the FTC plans to take formal action against those dealers still not in compliance with its regulations. Civil penalties of up to $10,000 per violation are possible, she said.

Meanwhile, FTC attorney Carole Reynolds said the staff had also monitored some television advertising by dealers but that its primary focus was newspaper advertising.

Newspaper advertising typically comprises about 60 percent of the total ad budget for rural dealers with another 24 percent spent on radio and just 4 percent on television. Metro dealers, on the other hand, spend 55 percent of their ad dollars on newspaper advertising, 20 percent on television and 16 percent on radio.

Reynolds could not cite the compliance rate for proper credit advertising by dealers on the electronic media.

FTC regulations do not specify how long credit terms must appear on the screen in television ads, only that they be "clear and concise." Recently, a number of Washington-area dealers agreed to adjust their television advertising of auto credit terms at the request of the various consumer protection offices in the metropolitan area.

NADA spokesman Robert Wade said the FTC findings "reflect the good job the nation's auto dealers are doing in advertising credit availability."

The regulations have not been the clearest, he said, noting that such new forms of financing as "interest subvention, balloon payments, etc.," are "tricky and complex."

NADA regularly informs its members of FTC requirements on advertising, but not everyone gets the message, Wade said in explaining the variations in compliance from city to city in the FTC survey.

Different advertising patterns become established and it's hard for dealers not to follow suit to stay competitive, he said in explaining the compliance rate variance between Dallas and St. Louis.

Yanase recalls 197 GM vehicles

TOKYO.—Yanase and Co., a leading Japanese importer of motor vehicles, said it will recall 197 GM cars it sold in Japan.

The recall involves Buick and Pontiac models which Yanase imported between September, 1977, and April, 1980.

A weak packing plate in the rear-wheel brake may cause brake-fluid leakage.

Domestic sales plunge 26 pct. for mid-October

Continued from Page 2

At Ford Motor Co., Ford plunged 41.85 percent, Mercury was down 46.18 percent and Lincoln was down 3.24 percent.

Buick dropped 38.88 percent, Cadillac was down 42.06 percent, Chevrolet dipped 26.89 percent, Oldsmobile was off 14.92 percent and Pontiac slipped 14.02 percent.

Estimated sales of 300 AMC Eagles matched the year-earlier total; Renault was off an estimated 34.19 percent. VW was up 28.67 percent and Honda was up 31.56 percent.

Ford's Escort, with sales of 8,189 units, led the domestics in mid-October, followed by Chevrolet Cavalier at 6,599, Oldsmobile Cutlass Ciera at 6,561, Chevrolet Celebrity at 6,466 and Buick Century at 5,722.

NADA elects 1986 officers; staff VP named

Continued from Page 2

all activities at NADA and its related organizations.

As head of the Industry Analysis and Dealership Operations Division, Ferron was responsible for NADA's analysis and research of the car and truck industry and directed the 20 Group Program, Sales Trak, Service Systems Consulting, Dealer Candidate Academy and Management Education divisions.

He also is co-author, with Jake Kelderman, of Automotive News' Washington bureau, of Betting on the Franchise—Car and Truck Retailing into the 1990s.

In another NADA development, it has been learned that David Paxson, director of the American Truck Dealers Division, is leaving the association to do enter the field of health-care policy analysis.

DOMESTIC SALES

	Oct. 11-20, 1985	Oct. 11-20, 1984
Renault Alliance-Encore	2,550†	3,875†
AMC	300†	300†
AMERICAN MOTORS	2,850†	4,175†
Chrysler	9,232	9,959
Plymouth	7,781	7,954
Dodge	9,249	11,464
CHRYSLER CORP.	26,262	29,377
Ford	23,885	41,075
Mercury	8,527	15,843
Lincoln	4,154	4,293
FORD MOTOR CO.	36,566	61,211
Buick	16,441	26,899
Cadillac	5,516	9,521
Chevrolet	29,152	39,873
Oldsmobile	20,739	24,375
Pontiac	17,108	19,898
GENERAL MOTORS	88,956	120,566
VOLKSWAGEN	1,445	1,123
HONDA	4,815	3,660
NISSAN	1,832	0
U.S. INDUSTRY TOTAL	162,726	220,112

†—Estimate

Production in both countries slated for fall of 1986

Toyota near site decision in U.S., Canada

Continued from Page 1

Vista, Corona and Celica), the class of car Toyota plans to build in its U.S. plant.

He said Toyota does not have a production line in Japan that produces cars at the 50,000-unit annual capacity planned for Canada.

"Therefore we do not have a line in Japan that we can duplicate and put in the Canadian plant," he said. "But we have some experience with overseas plants that have small production and, therefore, I am thinking of introducing such a line in the Canadian plant."

Kusunoki said he would try to establish a line in the Canadian plant that is flexible enough to produce more than 50,000 units if the market demands more cars.

"I would like to build the same type of plant in the U.S. and Canada," Kusunoki said, "but that would be difficult because the capacity scales are different.

"If you're going to establish yourself overseas the only way to proceed is slowly," he said.

Kusunoki cited New United Motor Mfg., Inc. (NUMMI), Fremont, Calif., Toyota's joint venture with General Motors. He said the plant was started with one line in April and in December the firm will start operating two shifts.

Kusunoki noted that the NUMMI plant has a fixed production capacity of 250,000 units annually authorized by the FTC.

"If GM wants 200,000 units, we can produce only 50,000 units for our dealers at the Fremont plant," he said.

"Depending on the market situation, maybe more production will be required from the Canadian plant," he said. "So we are studying a reasonable line that could produce 50,000-plus units if needed."

Asked if Toyota would have to provide GM with more than 200,000 units if GM requested them, Kusunoki said Toyota's agreement is to supply that number of cars and if GM wants more, the decision on whether to provide them "is something we will have to discuss.

"We have no interest in getting into any arguments with GM over the production of 10,000 or 20,000 units," Kusunoki said.

As for procuring components for the assembly operations in the U.S. and Canadian plants, Kusunoki said the most important criteria are quality and price.

However, he cautioned that if the desired quality and price are not available in the U.S. and Canada, Toyota may decide to make the parts within the company and not procure them from outside vendors.

"It could be that the quality and price would not be available in the U.S.," he said. "In that case, we would have to supply the plants from Japan.

"But if manufacturers are available and can meet the criteria, we would like to utilize them as much as possible," he said. "For this purpose, we have to make a survey and study the parts situation in Canada and the U.S."

Kusunoki said NAPO has dispatched a team of 20 Toyota officials to look over the availability of parts in both countries and will wait for the group's report before making any decisions.

He also noted that Toyota has a base of experience in obtaining parts in the U.S. through its connection with NUMMI.

In the case of NUMMI, Kusunoki said Toyota found that some components were not available in the U.S. under the prescribed criteria and "we had to change our policy and obtain them from Japan and other sources."

Kusunoki said GM also could be involved in supplying Toyota with parts for its assembly operations.

"They (GM) have a parts division and it is possible that we could get components from them," he said. "But GM also would have to meet the quality and price requirements we have established to qualify as a parts supplier."

Because the Canadian plant and NUMMI will be building similar cars, Kusunoki said it also "is possible that the parts procured in the U.S. by NUMMI can be sent to Canada for incorporation in cars being assembled there."

Kusunoki said that if Toyota cannot sell all the units produced by its Canadian plant in that country, the Japanese firm would consider the possibility of exporting them to the U.S.

Kusunoki also revealed that the companies Toyota plans to establish to operate the two plants would make the decision on whether to recognize or negotiate with a union.

"It is not up to us to decide this question but up to those who will be in charge of the Canadian and U.S. operations," he said. "If we made that decision, it could be interpreted as a violation of labor laws in the U.S. and Canada."

He also said Toyota would not assist Japanese vendors in selecting sites by taking land options for them in the vicinity of the proposed assembly plants.

He emphasized that Japanese parts vendors will have to compete with American vendors and American parts vendors will have to compete with their Japanese counterparts for Toyota's business.

CAR-TRUCK SALES PER OUTLET

FIRST HALF

Make	First 6 Months, 1985	Position
Mitsubishi	432	1
Toyota	403	2
Nissan	350	3
Honda	334	4
Chevrolet	290	5
Ford	288	6
Mazda	184	7
Oldsmobile	180	8
Dodge	161	9
Buick	157	10
Volvo	142	11
Pontiac	136	12
Volkswagen	121	13
Mercedes-Benz	105	14
Mercury	99	15
BMW	99	15
Subaru	97	17
Cadillac	92	18
Isuzu	92	18
Audi	91	20
Plymouth	80	21
GMC	64	22
Chrysler	62	23
Saab	60	24
AMC	57	25
Jaguar	54	26
Lincoln	50	27
Renault	44	28
Porsche	37	29
Peugeot	25	30
Dodge Imports	20	31
Alfa Romeo	19	32
Maserati	15	33
Chevrolet Imports	9	34
Plymouth Imports	7	35
Merkur	4	36

Imports capture first four places

Japanese tops in sales per dealer

Continued from Page 1

Dodge. Domestics with light trucks include Chevrolet, Ford, Plymouth, Dodge, Nissan, AMC and GMC dealers.

The lineup on the new-car averages table featured Honda on top, as it had been a year earlier after moving up from third place in 1983. Mitsubishi pushed Toyota out of second place into third. Nissan (including imports and Smyrna cars) and Oldsmobile remained fourth and fifth, respectively. Chevrolet leaped over Buick into sixth place, Buick slipped into seventh, while Ford, Volvo and Pontiac remained eighth, ninth and tenth.

Major moves closer to the top of the car chart were made by Mercedes, BMW and Isuzu dealers as Cadillac and Renault dropped several notches apiece.

After the records have been duly noted, it is interesting to look back at better days for some of the makes, particularly the imports. The following comparisons involve only new-car sales per outlet. For example, VW's heyday was in 1968, when dealers averaged 254 sales per outlet in the first half of the year. Mazda's first-half record was 200, set in 1973; Porsche had 57 in 1970, Fiat had 68 in 1975, Triumph had 42 in 1977, Dodge Colt had 24 in 1977 and the Plymouth Arrow (now also Colt) had 19 in 1977.

The top-average domestic nameplate in terms of sales per franchise was the Oldsmobile Cutlass Ciera with 55 this year versus 64 for the standard Cadillac in 1984. Cadillac's 53-unit average reduced it to second place, followed by Chevrolet Cavalier at 46, VW Golf at 45 and Ford Escort at 43.

A year earlier first-place Cadillac was followed by Olds Cutlass Supreme, VW Rabbit, Olds 88 and Olds Cutlass Ciera.

Golf replaced Escort as the highest-average-per-outlet subcompact. Cavalier improved its lot substantially, remaining the top compact and far ahead of challenger Tempo. Ciera was the best among the intermediates, Olds 88 remained the strongest standard and Cadillac maintained its no-contest hold on first place in the luxury-car category.

At GM, the best-average nameplate for Buick dealers was Century at 39 per franchise. Cadillac (DeVille and Fleetwood), at 53, was strong for Cadillac dealers. Cavalier topped the Chevrolet list with a 46-per-outlet average. Ciera at 55 was best for Oldsmobile and the 6000 at 26 was high for Pontiac.

Ford's Escort at 43 provided that division's best average. In marked size contrast, Grand Marquis was best for Mercury at 25 per dealer, and Lincoln Town Car at 34 per dealer was Lincoln's strongest.

Plymouth dealers had their greatest success with Reliant at 26 per franchise; Dodge's Aries at 20 was best, and Chrysler's rear-drive Fifth Avenue was a star at 17. AMC dealers sold more Alliances per franchise, 25, than Encores or Eagles.

U. S. NAMEPLATES SALES PER OUTLET

FIRST HALF

1985 Position	Make	1984 Position
Subcompact		
1— 45	Golf	49— 1
2— 43	Escort	38— 2
3— 25	Alliance	37— 3
4— 18	Fiero	19— 5
5— 16	Encore	26— 4
5— 16	Horizon	14— 7
7— 15	Lynx	13— 8
8— 14	Omni	13— 8
9— 13	Chevette	19— 5
10— 12	Charger	10—10
11— 10	Turismo	9—12
12— 10	Laser	10—10
12— 10	Daytona	9—12
14— 4	1000	5—14
15— 3	EXP	3—15
16— 1	Nova	— —
Compact		
1— 46	Cavalier	38— 1
2— 33	Tempo	27— 3
3— 26	Reliant	29— 2
4— 21	Sunbird	22— 4
4— 21	Camaro	21— 7
6— 20	Aries	22— 4
7— 19	Firebird	19— 8
8— 18	Mustang	15—10
9— 17	Skylark	22— 4
10— 16	Topaz	14—11
11— 15	LeBaron	18— 9
12— 10	Firenza	11—12
13— 7	Cimarron	6—14
14— 4	Eagle	7—13
15— 3	Capri	4—16
— —	600 Coupe	5—15
Intermediate		
1— 55	Ciera	45— 2
2— 39	Century	38— 3
3— 36	Cutlass Supreme	61— 1
3— 36	Celebrity	35— 5
5— 26	6000	23— 6
6— 22	Calais	— —
6— 22	LTD	22— 7
8— 21	XR-7	22— 7
9— 19	Grand Am	— —
9— 19	Regal	36— 4
9— 19	Somerset	— —
12— 18	Marquis	20— 9
13— 17	Thunderbird	17—11
13— 17	Skylark	19—10
15— 12	Monte Carlo	14—12
16— 11	LeBaron GTS	— —
17— 10	Grand Prix	14—12
17— 10	Dodge 600	7—18
19— 9	New Yorker E	9—16
19— 9	Bonneville	13—14
21— 8	Lancer	— —
22— 7	Citation	11—15
23— 6	Caravelle	— —
— —	Phoenix	3—20
— —	Omega	8—17
Standard		
1— 35	Olds 88	46— 1
2— 26	Chevrolet	27— 4
2— 26	LeSabre	28— 2
4— 25	Grand Marquis	28— 2
5— 18	Crown Victoria	19— 5
6— 11	Parisienne	9— 6
7— 7	Diplomat	5— 7
8— 4	Gran Fury	3— 8
Luxury		
1— 53	Cadillac	63— 1
2— 34	Lincoln	27— 2
3— 21	Eldorado	22— 3
4— 17	Olds 98	15— 5
4— 17	Fifth Ave.	13— 6
6— 12	Electra	16— 4
7— 10	Continental	10— 9
7— 10	Seville	12— 7
9— 9	Riviera	9—10
10— 6	Toronado	7—11
11— 6	Mark VII	12— 7
12— 4	Corvette	3—12

NEW-CAR SALES PER OUTLET BY MAKE: TOTAL U.S. MARKET

FIRST SIX MONTHS

	1985	1984	1983	1982	1981	1980	1979	1978	1977	1976
Honda	334	316	246	236	262	251	266	216	199	105
Mutsubishi	270	239	197	0	0	0	0	0	0	0
Toyota	261	249	259	241	300	295	245	229	254	160
Nissan	227	221	254	209	225	259	223	182	198	137
Oldsmobile	180	192	161	129	140	127	152	155	164	143
Chevrolet	164	168	129	123	137	159	192	199	190	175
Buick	157	168	142	123	126	116	119	125	125	126
Ford	155	141	112	101	107	107	149	178	172	161
Volvo	142	141	119	104	92	68	75	55	50	42
Pontiac	136	127	85	85	93	99	130	141	137	118
Volkswagen	121	115	87	80	127	138	126	114	132	89
Mazda	114	108	117	100	123	98	108	50	41	37
Mercedes	105	97	86	78	80	64	70	54	62	55
Mercury	99	100	75	64	67	59	93	106	89	74
BMW	99	89	66	63	55	49	49	45	49	47
Subaru	97	98	101	95	103	95	96	69	55	36
Cadillac	92	103	91	73	68	66	99	108	103	101
Audi	91	96	53	53	57	48	48	47	41	40
Dodge	80	70	63	53	69	52	75	86	85	90
Chrysler	62	55	47	31	18	26	36	45	46	44
Plymouth	61	54	55	53	73	45	64	77	82	97
Saab	60	55	43	29	24	21	24	25	23	15
Jaguar	54	47	39	21	8	5	8	7	8	13
Isuzu	53	37	47	33	44	0	0	0	0	0
Lincoln	50	50	32	30	22	23	42	54	56	36
Renault	44	68	66	15	12	13	32	25	27	11
Porsche	37	38	34	21	18	17	23	30	35	21
Peugeot	25	30	23	21	25	22	23	16	21	18
Alfa Romeo	19	15	16	7	6	10	10	17	17	16
Maserati	15	*	*	*	*	*	*	*	*	*
Spectrum/Sprint	9	14	0	0	0	0	0	0	0	0
Dodge/Mitsubishi	7	8	10	11	13	18	20	15	24	12
Plymouth/Mitsubishi	7	6	8	9	13	20	16	12	19	8
AMC	4	7	21	30	46	46	44	59	61	76
Merkur	4	0	0	0	0	0	0	0	0	0
Fiat	0	0	0	20	33	35	51	46	51	43
Imperial	0	0	2	4	7	0	0	0	0	0

Honda, Volkswagen and Renault figures include U.S.-built cars and imports.
*—Not available.

Copyright, 1985, Automotive News

Chrysler plants due back today

Auto output still affected by strike

By Kathy Boyer
Detroit Reporter

Last week's auto output continued to reflect the strike at Chrysler Corp.

Though Chrysler and the UAW reached a tentative agreement Oct. 23, the company's plants were not scheduled to resume production until today (Oct. 28).

Last week's estimated build of 151,990 cars fell 3.69 percent from the previous week's 157,820, a total which was also affected by the Chrysler strike.

But the makers' target was 5.18 percent above the year-ago week's 144,506, when the General Motors strike in Canada caused slowdowns in the company's U.S. plants.

So far this year, 6,839,626 cars have been assembled, 4.54 percent more than the 6,542,829 completed last year at this point.

Companies shared last week's scheduled production as follows: GM, 67.77 percent; Ford Motor Co., 24.77 percent; Honda of America Mfg. Co., 1.90 percent; American Motors, 1.81 percent; Volkswagen of America, 1.55 percent; New United Motor Mfg., Inc., 1.25 percent, and Nissan Motor Mfg. Co., U.S.A., 0.95 percent.

AMC's Kenosha plant was down the week of Oct. 14 for inventory adjustment.

Saturday (Oct. 26) overtime was scheduled at GM plants in Framingham, Mass.; Tarrytown, N.Y.; Lordstown, O., and Orion Township, Mich.

Ford has scheduled daily overtime this week (Oct. 28) at the following plants: Chicago; Dearborn; Edison, N.J.; Kansas City; Lorain, O.; Wayne, Mich., and Wixom, Mich.

Ford's Kansas City plant is slated for overtime Saturday, Nov. 2.

SME automation exhibit opens Nov. 4 in Detroit

DETROIT.—The Society of Manufacturing Engineers' big factory automation show, Autofact '85, opens Nov. 4 at Cobo Hall here.

The show will occupy the entire convention center, an unusual occurrence at the big facility, and some 25,000 are expected to attend.

Emphasis throughout the corporate exhibits, and running as a common thread through technical sessions, will be on computer integrated manufacturing (CIM), rapidly advancing technology that is considered a must for U.S. competitiveness in world markets.

"Manufacturing is going to change faster in the next 15 years than it has in the past 75," said James M. Hardy, president of the SME's Computer and Automated Systems Assn. "Manufacturers must develop well-defined, long-range goals with a full understanding of—and a commitment to—CIM.

"Those companies that are unwilling or unprepared to make such forward-thinking commitments probably will not be able to compete," Hardy said.

One of the roadblocks to implementation of CIM is a threatening lack of standardization, he said.

In turn, one major move toward standardization already has been made by U.S. auto makers, led by General Motors. A common machine language, linkage or protocol, called Manufacturing Automation Protocol (MAP) and Technical Office Protocol (TOP) is being used.

The standardized machinery linkage will be seen in action at Autofact '85 in the combined MAP and TOP exhibit sponsored by GM and Boeing. The quarter-acre display will contain machinery, equipment and instruments built by some 25 companies and it all will be communicating compatibly through the MAP and TOP linkage.

"The demonstration exemplifies the integration of information required in the factory of the future," Hardy said.

25-year dealer

BROWNING, Mo.—Rex E. Hooker has received a 25-year-dealer award from Chevrolet.

Truck production slips 1.5 percent with Chrysler out

Domestic makers' estimated production of 69,886 trucks last week fell 1.45 percent from the previous week's 70,911.

Both weeks' totals reflect the strike at Chrysler Corp.

According to the tentative agreement reached Oct. 23, the company's Warren (Mich.) plant is scheduled to resume production today (Oct. 28).

Last week's targeted output was 10.12 percent more than the 63,465 units built during the year-ago week, when U.S. production was slowed by a strike against General Motors in Canada.

So far this year, 2,800,537 trucks have been assembled, 8.06 percent more than the 2,591,646 units completed last year at this time.

GM scheduled overtime Saturday (Oct. 26) at its Lordstown (O.) plant.

Ford Motor Co. plants in Kansas City; Louisville; Lorain, O.; Wayne, Mich., and Norfolk are scheduled for daily overtime this week.

Overtime is scheduled for Saturday (Nov. 2) at Ford's Lorain and Wayne plants.

GM's Pontiac No. 2 plant was shut down Oct. 14 because of a softening demand for medium-duty trucks.

The plant, which assembles GMC and Chevrolet medium-duty trucks, is scheduled to resume production today.

Chrysler back; output of trucks rises in Canada

Chrysler Canada and the UAW came to an agreement on Sunday, Oct. 20, which brought workers back to the plants on Monday, Oct. 21.

However, because of a parts shortage caused by the continuing strike in the U.S., the Canadian plants worked only half shifts last week.

As a result, Chrysler's truck production estimate—which was reported for a full work week—was optimistic.

The Canadian makers targeted production of 18,434 trucks last week, 87.91 percent more than the previous week's 9,810.

The prior week's total, reflecting the strike and the Thanksgiving holiday, was the lowest build since mid-August.

Last week's estimate was 49.18 percent more than the 12,357 units built during the year-ago week when the General Motors strike was in progress.

So far this year, 693,241 trucks have been assembled, 4.41 percent more than the 663,952 units built last year at this point.

Last week's estimated production of 24,160 cars was 24.34 percent more than the previous week's 19,430, which included the holiday.

Last week's output soared 114.11 percent above the year-ago week's 11,284 units, when production was cut by the General Motors strike.

So far this year, 879,833 cars have been assembled, 1.97 percent more than the 862,858 units built last year at this point.

CANADIAN CAR PRODUCTION

	Week Ended Oct. 26, 1985	Week Ended Oct. 27, 1984	Week Ended Oct. 19, 1985	Oct. to Date	Jan. 1 to Oct. 27, 1984	Jan. 1 to Oct. 26, 1985
AMERICAN MOTORS	410	0	328	1,066	18,690	9,345
FORD MOTOR	9,345	11,059	7,111	34,890	360,525	406,591
GENERAL MOTORS	14,180	0	11,811	50,686	475,047	455,619
VOLVO	225	225	180	810	8,596	8,278
Total Cars, Canada	24,160	11,284	19,430	87,452	862,858	879,833

U.S. TRUCK PRODUCTION☆

	Week Ended Oct. 26, 1985	Week Ended Oct. 27, 1984	Week Ended Oct. 19, 1985	Oct. to Date	Jan. 1 to Oct. 27, 1984	Jan. 1 to Oct. 26, 1985
CHEVROLET	22,148	16,709	23,441	88,078	818,821	955,843
DODGE	0	5,462	1,706	10,939	173,265	173,562
FORD	29,473	26,500	27,528	108,162	988,974	967,266
GMC	6,635	5,834	5,971	24,578	267,981	296,023
INTERNATIONAL	1,270	1,189	1,555	5,337	62,835	61,214
JEEP	5,800	3,807	5,882	22,063	154,594	179,079
NISSAN	2,510	2,914	2,778	10,476	80,016	88,967
AM GENERAL	50	50	50	190	2,160	2,030
MISCELLANEOUS	2,000	1,000	2,000	7,600	43,000	76,553
Total Trucks, U.S.	69,886	63,465	70,911	277,423	2,591,646	2,800,537

CANADIAN TRUCK PRODUCTION

	Week Ended Oct. 26, 1985	Week Ended Oct. 27, 1984	Week Ended Oct. 19, 1985	Oct. to Date	Jan. 1 to Oct. 27, 1984	Jan. 1 to Oct. 26, 1985
CHRYSLER	8,796	8,711	2,945	26,679	300,410	325,021
FORD	3,581	3,430	2,175	12,328	127,810	131,696
GENERAL MOTORS	5,857	0	4,539	20,670	228,748	228,123
INTERNATIONAL	200	216	151	767	6,984	8,401
Total Trucks, Canada	18,434	12,357	9,610	60,445	663,952	693,241
N. American Trucks	80,871	75,822	94,009	249,698	3,255,598	3,488,833

—Now includes window van production. *—Estimated.
Jeep includes commercial only. AM General includes government-destined vehicles.
Miscellaneous includes estimates for Mack, Volvo-White, Kenworth, Peterbilt, Freightliner, Mercedes-Benz, etc.
Monthly estimates may contain error of one or two units due to rounding.

U.S. CAR PRODUCTION

	Week Ended Oct. 26, 1985	Week Ended Oct. 27, 1984	Week Ended Oct. 19, 1985	Oct. to Date	Jan. 1 to Oct. 27, 1984	Jan. 1 to Oct. 26, 1985
AMERICAN MOTORS	2,750	4,549	0	7,933	159,102	95,280
Renault Total	2,750	4,549	0	7,933	159,102	95,280
Alliance	1,900	2,786	0	5,399	90,710	61,608
Encore	850	1,763	0	2,535	68,392	33,672
CHRYSLER CORP.	0	30,647	10,285	64,857	1,036,747	1,052,313
Plymouth Total	0	9,643	2,796	17,455	315,298	304,444
Horizon	0	4,016	1,080	6,096	135,288	116,755
Reliant	0	4,016	1,218	8,294	146,515	134,705
Caravelle	0	1,069	370	2,224	15,537	39,103
Gran Fury	0	542	128	842	17,956	13,881
Chrysler Total	0	8,824	3,745	23,564	336,200	346,477
LeBaron	0	2,533	869	5,835	98,038	75,604
LeBaron GTS	0	555	1,138	5,885	1,197	79,869
Laser	0	1,697	356	2,767	59,956	43,818
New Yorker/E-Class	0	1,548	477	3,016	78,405	53,989
Fifth Avenue	0	2,491	905	6,061	98,602	93,197
Dodge Total	0	12,180	3,744	23,838	385,249	401,392
Omni	0	3,323	1,041	5,883	124,940	112,783
Aries	0	4,411	926	6,465	119,184	112,658
Daytona	0	1,282	352	2,601	44,518	39,280
Dodge 600	0	1,372	600	3,818	62,871	53,548
Lancer	0	465	598	3,692	949	54,751
Diplomat	0	1,327	227	1,380	32,787	28,372
FORD MOTOR	37,650	41,624	34,421	132,955	1,477,227	1,374,700
Ford Division	26,463	27,304	24,303	93,501	956,864	923,510
Escort	9,159	7,755	7,874	32,356	289,997	283,785
Mustang	4,804	3,352	4,016	17,061	115,264	153,371
LTD	3,457	5,261	4,993	16,186	188,709	175,769
Taurus***	353	0	193	546	0	546
Thunderbird	3,898	3,279	3,403	14,631	123,967	145,625
Crown Victoria	0	2,199	0	0	69,879	7,122
EXP	0	1,286	0	0	34,591	3,863
Tempo	4,792	4,162	3,824	12,722	134,457	153,429
L-M Division	11,187	14,320	10,118	39,454	520,363	451,190
Mercury Total	7,564	11,147	6,758	25,859	380,330	316,569
Lynx	1,704	1,473	1,472	5,992	58,384	60,419
Capri	430	597	341	1,527	15,074	15,866
Marquis	947	3,317	1,100	4,427	98,556	82,024
Sable***	177	0	95	272	0	272
Cougar	3,081	2,753	2,727	10,329	95,153	105,811
Grand Marquis	0	2,017	0	0	77,163	7,915
Topaz	1,225	990	1,023	3,312	36,000	44,262
Lincoln Total	3,623	3,173	3,360	13,595	140,033	134,621
Continental	501	596	399	1,813	30,850	21,298
Lincoln	2,717	2,291	2,642	10,326	86,667	98,440
Mark VI/VII	405	286	319	1,456	22,516	14,883
GENERAL MOTORS	103,005	62,994	104,506	386,768	3,695,394	4,042,978
Buick Total	23,101	16,303	22,063	84,964	823,807	844,725
Skylark	0	122	0	0	91,643	40,953
Skyhawk	2,231	1,030	2,317	8,410	113,197	88,223
Somerset	2,674	2,265	2,751	10,520	13,286	104,724
Century	8,317	4,741	8,064	31,370	189,006	241,259
Regal	3,030	2,318	3,415	13,013	152,620	115,289
LeSabre/Electra(rwd)	814	3,646	842	3,076	173,437	93,072
LeSabre (fwd)	1,614	0	605	2,800	0	2,993
Riviera	400	1,481	162	785	42,818	46,252
Electra(fwd)	4,021	700	3,887	15,009	47,800	111,960
Cadillac Total	6,402	2,732	5,300	20,742	276,472	279,706
Cimarron	594	47	697	2,430	13,557	22,446
Seville	300	1,036	103	579	31,991	27,978
Eldorado	430	1,649	177	852	63,059	52,824
Cadillac (rwd)	670	0	662	2,245	99,001	33,437
DeVille (fwd)	4,408	0	3,661	14,637	68,864	143,021
Chevrolet Total	33,379	19,989	35,201	127,471	1,255,591	1,359,765
Chevette	2,319	2,623	2,989	10,462	150,971	131,231
Cavalier	10,041	4,971	10,846	38,455	341,093	412,893
Celebrity	4,210	4,435	3,965	15,879	242,056	222,286
Camaro	4,980	2,858	4,897	18,316	192,821	176,968
Citation	0	81	0	0	92,673	28,697
Malibu/El Camino	0	503	0	0	20,297	1,199
Monte Carlo	2,728	1,404	3,230	11,452	86,836	117,268
Chevrolet	8,101	2,110	8,271	29,096	100,965	230,474
Corvette	1,000	1,004	1,003	3,811	27,879	38,747
Oldsmobile Total	23,880	15,923	22,664	87,415	892,009	986,532
Omega	0	0	0	0	29,289	0
Firenza	1,260	602	1,212	4,769	58,997	52,927
Cutlass Supreme	5,163	4,486	5,357	19,979	214,808	194,895
Cutlass Ciera	8,066	4,501	7,411	29,944	206,701	296,976
88/98 (rwd)	714	2,520	306	2,217	267,691	163,282
88 (fwd)***	1,600	0	1,610	5,190	0	5,378
Olds 98	3,514	322	3,170	12,609	63,078	120,781
Calais	3,276	2,432	3,478	12,139	14,558	124,979
Toronado	287	1,060	120	569	36,887	27,854
Pontiac Total	16,243	8,047	19,278	66,155	447,515	572,250
Acadian**	0	243	726	1,532	12,448	13,214
2000 Sunbird	2,645	1,598	3,236	11,414	118,764	117,709
1000	1,390	791	1,432	4,733	34,280	26,332
Firebird	2,389	1,439	2,751	9,626	90,211	94,170
Phoenix	0	0	0	0	14,116	0
6000	1,700	0	1,451	5,722	0	44,688
Grand Prix/Bonneville	0	0	0	0	29,733	0
Parisienne	2,512	1,148	2,899	10,352	36,471	69,989
Fiero	2,206	1,469	2,423	8,596	101,953	93,021
Grand Am	3,401	1,359	4,360	14,180	9,539	113,127
HONDA	2,885	3,307	2,806	9,188	112,759	121,791
NISSAN	1,450	0	1,523	5,532	0	30,265
NUMMI (Nova)*	1,900	0	1,900	7,220	0	42,349
VOLKSWAGEN	2,350	1,385	2,379	8,968	61,900	79,950
TOTAL CARS, U.S.	151,990	144,506	157,820	623,420	6,542,829	6,839,626
TOTAL CARS, CANADA	24,160	11,284	19,430	87,452	862,858	879,833
N. American Cars	176,150	155,790	177,250	710,872	7,405,687	7,719,459
N. American Trucks	80,871	75,822	94,009	363,623	3,255,598	3,488,833
North American Cars and Trucks	257,021	231,612	271,259	1,074,495	10,661,285	11,208,292

*—Revised estimate.
**—All Acadians are built for sale in Canada.
***—No production reported at this time.
Monthly estimates may contain error of one or two units due to rounding.

Automotive News

May 6, 1985

© Entire contents copyright, 1985, by Crain Automotive Group, Inc. All rights reserved.
Reproduction or use of editorial content in any manner without permission is strictly prohibited.

60th year—$45 per year, $1.00 per copy

C2700-1

Down 38 for first quarter

U.S. dealer total declines

By John K. Teahen Jr.
Managing Editor

After two years of increases, the domestic dealer population opened 1985 on a sour note.

In the first three months of this year, the industry lost 38 outlets. The quarterly Automotive News census found 20,864 dealerships handling domestic makes of passenger cars on April 1, compared with 20,902 on Jan. 1.

Last year, the total went up seven in the first quarter.

Only Chrysler Corp. was on the plus side this time, and Chrysler's total rose by just one outlet.

Elsewhere, there were declines of 20 dealerships for General Motors, 11 for Ford Motor Co., five for Volkswagen and three for American Motors-Renault.

The number of intercorporate duals remained the same on the two census dates, so what you see is what you get—a dip of 38 establishments.

All figures in this article and in the accompanying tables refer to the net change in the dealership population, both for the individual corporations and car lines and for the domestic industry as a whole.

Chrysler boosted its dealer total for the 10th copnsecutive quarter. That string, which began in the fourth quarter of 1982, has seen Chrysler add 360 outlets to its dealer organization.

Ford Motor's decline followed seven straight quarters on the up side. The company added 161 dealers during those seven periods.

Although the domestic dealer count has increased in each of the last two calendar years, there wasn't a gain every quarter.

In 1983, the total declined in each of the first two quarters, but second-half gains put the year in the black. Last year, a first-half upturn was followed by a third-quarter slip and a fourth-quarter gain.

So there's still a chance for a third consecutive yearly rise despite the first-quarter loss. The 1983 gain was the domestic industry's first since 1955, and 1983-84 marked the first time since 1947-48 that there have been two increases in a row.

On the franchise side, gains and

Please turn to Page 57, Col. 3

U. S. CAR OUTLETS

	April 1, 1985	Jan. 1, 1985
American Motors-Renault	1,462	1,465
Chrysler Corp.	3,989	3,988
Ford Motor Co.	5,553	5,564
General Motors	9,945	9,965
Volkswagen	894	899
TOTALS	21,843	21,881
Minus Intercorporate Duals	979	979
NET OUTLETS	20,864	20,902

Copyright, 1985, Automotive News

Makers in new round of 8.8 pct. financing

By Edward Lapham
Marketing Editor

The finance-rate sales incentives which expired last week were so successful that a whole new round has replaced them.

Chrysler Corp. kicked off the latest round with an 8.8 APR program on its H-bodies, Chrysler LeBaron GTS and Dodge Lancer. The program began April 26 and has no termination date. It has a 90-month cap.

Chrysler ended an 8.8 APR program on L-bodies and G-bodies on April 30. The L-cars are Omni, Horizon, Turismo and Charger; the G-cars are Laser and Daytona.

General Motors jumped right back into the financing rate incentive battle with an 8.8 APR program which runs throughout May. The vehicles in GM's program are a mixed bag.

Included are the Chevrolet Cavalier, Pontiac Sunbird, Oldsmobile Calais, Buick Somerset Regal plus the Cadillac Eldorado and Seville models.

The program also applies to Chevrolet S-10 Blazer and GMC S-15 Jimmy vehicles.

GM said the odd mix of vehicles, two of five J-cars, two of three N-cars and two luxury cars, reflected divisional choices.

"Each division made a recommendation of which model, or models, it wanted to include in the program based on what it wanted to promote," a corporate spokesman said.

The new GM program replaced a similar 8.8 APR incentive on all of the J-cars plus Fiero and the S-10 and S-15 pickup trucks.

"We got into that program so our dealers would have something to compete with the other programs," the GM spokesman said.

Last Friday, Ford started a new 8.8 APR program on the just-launched 1985½ Escort and Lynx plus 1984 and 1985 Bronco II models and 1985 Continental and Mark VII models.

The program is through Ford Credit financing only, has a 48-

Please turn to Page 61, Col. 1

breaking news

UAW's AMC leaders to meet in Detroit

DETROIT.—Local UAW leaders from three American Motors plants will meet at Solidarity House today (May 6), presumably to discuss strategy in upcoming local contract talks. AMC has said that locals in Kenosha and Milwaukee must agree to concessions and early contract talks if those two plants are to stay open. Milwaukee is a stamping operation and Kenosha builds the Alliance and Encore. The company has said Kenosha is the most expensive plant in the industry. The current agreement expires Sept. 15 but talks are expected to begin this month, concluding long before the contract expiration date.

Charpie to head information council

DETROIT.—Chuck Charpie, formerly manager of public relations at Dana Corp., has been named president of the Automotive Information Council. The council has 600 company members and 75 trade association members. It functions as a central source for information on the motor-vehicle industry for the media, governmental bodies and others. The presidency had been vacant.

NEWSPAPER
AN MD20814ACOEOEACOOE FMJT N
ACQ EDITOR
ACQ EDITOR SRI
CONGRESSIONAL INFO SERV
4520 EAST-WEST HWY ST6800
BETHESDA MD 20814

Open-air Corvette

Jim Dunne

An old favorite returns

Chevrolet will offer a Corvette convertible for the 1986 model year. American Sunroof Corp. will do the conversion at its plant in Bowling Green, Ky. The Corvette assembly plant is also in Bowling Green. This will be the first Corvette ragtop since 1975.

FDA establishes fund to fight overdealering

By John A. Russell
New York Staff Writer

HACKENSACK, N.J.—A first-in-the-nation legal defense fund to fight alleged overdealering was established last week by the Ford Dealers Alliance. Its first target will be Ford Motor Co. in New Jersey as the company moves to fill what it considers open points in the state.

The defense-fund action was spawned by Ford's move to reopen an old dealer point in East Orange. This was met with protests from dealers in the immediate eight-mile area and is now the subject of an administrative hearing before the state Motor Vehicle Commission.

Ed Mullane, president of the Ford Dealers Alliance, has called on all Ford dealers in the district to contribute to this legal defense fund to fight the company on the issue of overdealering.

"This is a showdown on additional points," Mullane said last week, claiming Ford wants dealerships on every corner "like Dairy Queens."

The Ford Dealers Alliance sent letters to the 119 dealers in the old Newark and Philadelphia districts. This encompasses all dealers in New Jersey and reaches as far as Albany.

In his letter, Mullane told dealers: "We must set up a legal defense fund to encourage dealers to stand up for their rights and to share the costs of contesting this and other add points."

He opened the fund with a check for $500.

East Orange reopened a sore point among many dealers.

Under New Jersey law, Ford must notify dealers within an eight-mile radius of the open point. There are 11 or 12 dealers affected by Ford's move. Those dealers protested before the Ford Dealer Policy Board and did not receive a favorable opinion. Consequently, five of the dealers took action on the state level before the

Please turn to Page 60, Col. 1

Aerospace firm to be sold this month

GM, Ford interested in Hughes

By Michelle Krebs
Financial Editor

As the deadline for the bidding on Hughes Aircraft Co. approaches, General Motors and Ford Motor Co. are believed to be the front-runners.

Wall Street analysts say the auto makers are in the best financial position to buy the privately held aerospace firm, which will be sold by the end of the month.

At the end of the first quarter, GM's cash and marketable securities totaled $8.4 billion, while Ford's amounted to $5.3 billion, analysts note.

Hughes Aircraft also fits in well with the auto makers' strategies to become more high-tech and it complements their present products.

GM already has made acquisitions in the high-tech area, including its $2.5-billion purchase of Electronic Data Systems, Inc., and minority interests in five machine vision companies.

GM Chairman Roger Smith has said the company is shopping for other acquisitions on the scale of EDS. He has said about 20 percent of GM's business could be non-automotive by the year 2000.

GM officials also have said they plan to double or triple GM's $800-million-a-year defense and space business within the next two to three years. They have confirmed GM is contemplating future mergers, equity agreements or joint ventures with defense contractors.

Hughes Aircraft, which employs about 70,000, is the nation's ninth largest defense contractor with 1984 sales amounting to $4.9 billion. Its interests include missiles, satellites, lasers and radar systems.

Both Hughes Aircraft and GM are involved in the government's Strategic Defense Initiative, known as "Star Wars." In addition, GM provides the government with electronics and navigation and guidance systems.

Ford has been in the satellite business for more than a decade through its Ford Aerospace subsidiary.

Nevertheless, neither auto maker would confirm nor deny intentions regarding Hughes Aircraft.

In the past few months, however, GM's top executives have confirmed the auto maker's inter-

Please turn to Page 61, Col. 5

Despite record-breaking sales

Big 4 quarterly earnings decay

By Michelle Krebs
Financial Editor

The four major domestic auto makers enjoyed their best-ever quarter for sales, but earnings were off substantially from last year's first quarter.

Sales for the Big Four amounted to $43.8 billion, up 4 percent from last year's $41.9 billion and surpassing the previous best-ever quarterly total of $42.0 billion set in the second quarter of 1984.

However, with sales incentives including 8.8-percent retail financing offered by all four during the quarter—plus higher income taxes—combined net earnings for the Big Four were off 52 percent at $2.3 billion from last year's $4.8 billion, the industry's best-ever quarter.

Nevertheless, the first quarter of 1985, as expected, was the domestic industry's next-best showing for the period.

General Motors sales hit an all-time high of $24.2 billion, up 6 percent from $22.9 billion in 1984's first quarter. However, net income dropped 34 percent to $1.1 billion from last year's $1.6 billion.

GM blamed advanced engineering costs for new products and plants for the earnings decline.

Pre-tax earnings were also off 34 percent at $1.6 billion from last year's $2.5 billion. GM allotted $782 million in income taxes compared with last year's $1.1 billion. The auto maker's total costs and expenses were up 10 percent from the year-ago quarter.

Despite the earnings decline, the 1985 period was GM's second-best first quarter.

Ford Motor Co. had a 13-percent decline in net income at $783.3 million from last year's $897.2 million. Ford's best-ever quarter was the second quarter of 1984 with $909.1 million in net income, and the 1985 first quarter proved to be Ford's next-best showing for that three-month span.

Ford attributed the earnings decline to increased product development costs and higher taxes paid in the U.S. as well as overseas.

However, Ford's pre-tax earnings hit a new record of $1.3 billion, up 1 percent, or $18 million from the same quarter last year.

Ford's sales were up 2 percent at $13.2 billion, surpassing the former first-quarter record of $13.0 billion set last year. Ford's best-ever quarter was $14.1 billion in the second quarter last year.

Chrysler Corp., which rejoined the ranks of corporate taxpayers in the fourth quarter of 1984, saw profits drop 28 percent to $507.6 million from last year's record-setting first quarter of $705.8 million.

Chrysler entered 1985 with no more tax-loss carryforwards left from its years of no profits, requiring a tax provision for $217.5 million in the first quarter.

Nevertheless, Chrysler's pre-tax earnings were a record $725.1 million, up from $706.2 million a year ago.

Sales also set a quarterly record of $5.4 billion, up from $4.9 billion in last year's first quarter and surpassing the former record $5.3 billion in the fourth quarter of 1984.

Only American Motors showed a loss, the company's first since 1983. AMC lost $29 million in the first quarter of 1985, compared with a $5.1 million profit in last year's first quarter.

Sales were down 15 percent at $919.4 million from $1.1 billion.

AUTO MAKERS' FINANCIAL RESULTS
First Quarter
(In millions)

Company	1985 Sales	1985 Profit (Loss)	1984 Sales	1984 Profit (Loss)
American Motors	$919.4	($29.0)	$1,082.8	$5.1
Chrysler Corp.	$5,408.1	$507.6	$4,921.7	$705.8
Ford Motor	$13,246.2	$783.3	$13,008.9	$897.2
General Motors	$24,182.5	$1,071.7	$22,886.4	$3,221.1
TOTAL	$43,756.2	$2,333.6	$41,899.8	$4,829.2

Finding the right key

Finding the right key has never been a problem for conductor Mitch Miller, shown here accepting keys to a 1985 Merkur XR4TI from National Symphony Executive Director Henry Fogel. Miller won the use of the auto for one year by bidding $5,600 during the Symphony's fundraising Radiothon in Washington. Ford Motor Co. donated the Merkur, which is imported from Germany by Lincoln-Mercury.

His amendment threatens inspection retaliation

Japanese face a Dingell zinger

By Helen Kahn
Washington Bureau Chief

WASHINGTON.—Rep. John Dingell, Michigan Democrat, has sent yet another strong message to the Japanese, who this year have been on the receiving end of several other billets doux from Congress.

This zinger has not yet been put into legislative language. It would require the Japanese to allow U.S. cars (by the 1987 model year) to enter Japan with safety standards self-certified (as Japanese cars enter the American market) or face the threat that Americans might start the Japanese practice of individual inspection of Japanese vehicles.

The intent is "to play the game by the Japanese rule" if that is what is required, according to Dingell, the powerful chairman of the House Committee that authorizes money for NHTSA to carry out the 1966 vehicle safety law.

Dingell offered the amendment at hearings on a NHTSA funding bill to which other Committee members had already added several tough provisions.

The move by Dingell was totally unexpected although his views on "unfair" competition from the Japanese is well known.

Dingell (whose district now includes the Flat Rock plant, Mazda's new home away from home) has pending a "Made in America" bill to restrict the quantity of vehicles imported into the U.S. to no more than 15 percent of the total number of vehicles sold by all manufacturers in a base year.

The Secretary of Commerce would allocate that percentage among foreign makers according to their respective shares during the prior year. Since "foreign manufacturers" are defined as those selling at least 100,000 vehicles in the U.S. in prior years, it clearly applies only to the big Japanese companies.

Dingell's goal in this amendment is to ease the burden of the American companies trying to enter the Japanese car market, although he has no illusions about the size of the U.S. auto market in Japan.

He noted that several years ago, the U.S. pressed Japan to allow importers to "self-certify" vehicles for safety and noise regulations—the approach used here for those areas, but not for emissions-control standards.

The U.S. also asked Japan to eliminate individual inspections for each car before registration, a requirement which American importers say costs them half a day per vehicle in labor time.

But, Dingell added, Japan rejected those suggestions and instead, in 1983, offered concessions "designed to somewhat streamline the type designation approval system" in Japan. This has meant reducing the approval time to some 2½ months. In addition, Japan changed its durability requirements for safety and emission certification to allow supplying a document of compliance.

Dingell said that General Motors, through its distributor Yansas Motors, and Ford Motor Co. have now applied for certification of cars under this system. He said that on Dec. 20, 1984, GM became the first American maker to get approval with its certification of the Cadillac Fleetwood.

Dingell added: "No definitive

Please turn to Page 61, Col. 3

Suit on X-car brakes reaches final stages

By Helen Kahn
Washington Bureau Chief

WASHINGTON.—The end of the government's suit against General Motors over alleged rear-brake lockup on some 1.1 million 1980 X-cars is now is sight, although it is estimated that only 800,000 of the cars may still be on the road.

In the lawsuit, the Justice Department, on behalf of NHTSA, is seeking to force GM to recall and repair the cars. The 1980 X-cars were Chevrolet Citation, Pontiac Phoenix, Oldsmobile Omega and Buick Skylark.

A stipulation between the government and GM and a federal court order mean that no more witnesses will be called in the non-jury trial that has been proceeding, off and on, for 14 months —despite government efforts to speed up matters.

May 17 is the last open court date for briefing schedules and setting the time for oral argument. The record will be supplemented by depositions from one expert witness on brakes for each side and by some documents. The expert witnesses are Keith Brewer from NHTSA and William Gillespie from GM.

The stipulation detailed what is allowed and not allowed as evidence in the trial. GM said it has had "ample opportunity to explain the design and performance of the X-car brake system."

Still to be decided, however, is another charge made against GM by the government when the suit was filed in August, 1983. That is the allegation that GM made false statements to NHTSA in 27 instances when responding officially to queries posed by NHTSA. The government is seeking $4 million in damages on that count.

The safety agency actually started an engineering analysis of alleged rear-brake lockup on GM X-cars on Nov. 26, 1979, and it opened a formal investigation in July, 1981.

In December, 1982, NHTSA granted a petition from the Center for Auto Safety to broaden the investigation to include 1981-83 models. Before the current suit was brought, GM made two partial recalls of 1980 X-cars for brake problems but NHTSA has maintained that they were inadequate.

X-car dies after 6 years in GM family

DETROIT.—The General Motors X-car died last week.

On May 2, the final X-car was assembled at GM's Willow Run (Mich.) plant, ending its six-year life. Willow Run has been building the two survivors of the X-car line, the Chevrolet Citation and the Buick Skylark. The Oldsmobile Omega and Pontiac Phoenix were eliminated for the 1985 model year.

Willow Run will be retooled to build the full-size GM70 vehicles, the replacements for the B-bodies for 1986. Buick City (Flint) and Wentzville (Mo.) also will build those models.

The GM70 replaces the Buick LeSabre and Oldsmobile Delta 88 in 1986 and the Pontiac Parisienne for 1987. There are no plans currently for a Chevrolet nameplate in the GM70 line.

Big Lincoln Town Car to stay in the market

By Richard Johnson
Detroit Reporter

Ford Motor Co. will retain the platform of the hot-selling Lincoln Town Car through 1990, with a facelift for the luxury model set for mid-1987, according to Lewis Veraldi, vice president—large and luxury car engineering and planning.

But someday, Ford will likely build top-of-the-line luxury editions based on the Taurus/Sable platform debuting this fall.

In an interview with Automotive News, Veraldi said the company will still offer a car with Town Car-like dimensions at the end of the decade. With a wheelbase of 117.3 inches and overall length of 219 inches, the Town Car is among the largest sedans built in the world.

As for Ford's standard-sized Crown Victoria/Grand Marquis line, Veraldi said it will be replaced "just about never, if it keeps going well."

In an era of stable fuel prices, Town Car sales increased 52.4 percent last year, soaring to 90,869 in 1984 from 59,626 in 1983. Through March of this year, Town Car sales were running about 43 percent ahead of 1984.

Crown Victoria sales rose 41 percent last year, from 119,905 in 1983 to 169,253. Through March, Crown Victoria was running just below last year's pace. Grand Marquis sales jumped from 96,659 in 1983 to 143,594 last year, an increase of 49 percent. Sales through the first three months of 1985 were just shy of the 1984 level.

With Town Car sales booming, Veraldi said the company is standing fast by its luxury flagship.

"I can tell you our plans right now have that platform through

Please turn to Page 61, Col. 2

index

Advertising news	43
Auction reports	40, 48
Classified advertising	49
Editorial page	10
Personnel	56
Production by makes	62
Registrations, car	60
Truck highlights	16

60th year—No. 5073

AUTOMOTIVE NEWS (ISSN 0005-1551) is published weekly except semiweekly the fourth week in April at 1400 Woodbridge, Detroit, MI 48207. Second-class postage is paid at Detroit, MI and at additional mailing offices. Postmaster: Send address changes to AUTOMOTIVE NEWS, Circulation Department, 740 Rush Street, Chicago, IL 60611.

February little changed from January and last year

Month's registrations hold steady

By Jenny L. King
Detroit Reporter

February new-car registrations mirrored the slow pace of 1985 sales in the U.S., with numbers for the month up some 1,000 units

Table on Page 60.

from January and up one percent from the year-earlier total.

According to figures from R.L. Polk & Co., new-car registrations numbered 790,072 the second month of this calendar year, up 0.99 percent from 782,327 in February, 1984, and just 0.17 percent ahead of the 788,765 recorded in January.

The February import share edged up to 25.52 percent from 24.85 percent a year earlier, based on a numbers increase of 3.71 percent, to 201,587 from 194,381.

The comparable domestic figures were 588,485 this February compared with 587,946 a year earlier, an increase of 0.09 percent.

Chrysler Corp. made impressive gains in the overall market year to year and Ford Motor Co. also was up. Chrysler climbed 2.71 percentage points, to 12.04 percent from 9.33 percent. Ford was up 0.32 percentage points, to 19.28 percent from 18.96 percent.

General Motors suffered a loss of 3.35 percentage points, dropping to 41.66 percent from 45.01 percent. American Motors was down to 1.50 percent from 1.85 percent.

Intermediate-size cars surpassed imports by just over 1,000 units, laying claim to 25.67 percent of the February, 1985, market. Imports had 25.52 percent, followed by compacts at 17.56 percent, subcompacts at 13.40 percent, standards at 9.69 percent and luxury models at 8.16 percent.

The February, 1984, market-class breakout had intermediates at 26.49 percent, imports with 24.85 percent, compacts at 18.33 percent, subcompacts at 12.40 percen, standard-size cars with 10.12 percent and luxury models with 7.81 percent of the month's total.

• Excluding imports, the recent February market looked like this: Intermediates at 34.47 percent, compacts at 23.58 percent, subcompacts at 17.98 percent, standards at 13.01 percent and luxuries at 10.96 percent.

Comparable year-earlier figures were intermediates at 35.24 percent, compacts at 24.40 percent, subcompacts at 16.50 percent, standards at 13.46 percent and luxury models at 10.40 percent.

New-car registrations for the first two months of 1985 were up 3.22 percent from the year-ago level and maintained a 35.64 percent lead over 1983. Through February, 1985, the total was 1,578,837, compared with 1,529,558 in 1984 and 1,163,957 in 1983.

Domestics were up 2.52 percent year-to-date, to 1,168,910 from 1,140,230 last year. They had a 43.99-percent margin over the 811,820 domestics registered through February, 1983. Imports were up 5.29 percent, to 409,927 from 389,328. Their share of the market was up 0.51 percentage points, to 25.96 percent from 25.45 percent.

Chrysler's year-to-date share expanded by 2.27 percentage points, to 11.47 percent from 9.20 percent. Ford was up to 19.56 percent from 19.15 percent. GM lost 2.57 percentage points, dropping to 41.59 percent from 44.16 percent, while AMC slipped to 1.42 percent from 2.04 percent.

NEW-CAR MARKET SHARES IN U.S.

	FEBRUARY					2 MONTHS				
	Regis., Feb., 1985	Percent Share of Market	Regis., Feb., 1984	Percent Share of Market	Pct. Pt. Change '85 vs. '84	Regis., 2 Mos., 1985	Percent Share of Market	Regis., 2 Mos., 1984	Percent Share of Market	Pct. Pt. Change '85 vs. '84
Chevrolet	113,869	14.41	119,653	15.29	−0.88	228,369	14.46	223,197	14.92	−0.46
Ford	99,915	12.65	98,739	12.62	+0.03	205,292	13.00	198,055	12.95	+0.05
Oldsmobile	76,513	9.68	88,534	11.32	−1.64	150,772	9.55	169,047	11.05	−1.50
Buick	64,447	8.16	68,688	8.78	−0.62	130,818	8.29	131,661	8.61	−0.32
Pontiac	52,993	6.71	52,576	6.72	−0.01	102,766	6.51	99,971	6.54	−0.03
Mercury	38,393	4.86	39,977	5.11	+0.25	76,606	4.85	76,837	5.02	−0.17
Dodge	38,234	4.84	27,643	3.53	+1.31	71,031	4.50	53,059	3.46	+1.04
Plymouth	31,140	3.94	22,127	2.83	+1.11	59,197	3.75	43,234	2.83	+0.92
Chrysler	25,752	3.26	23,259	2.97	+0.29	50,766	3.22	44,480	2.91	+0.31
Cadillac	21,368	2.70	22,693	2.90	−0.20	43,872	2.78	46,501	3.04	−0.26
Lincoln	13,997	1.77	9,615	1.23	+0.54	26,971	1.71	17,997	1.18	+0.53
AMC	11,841	1.50	14,427	1.85	−0.35	22,400	1.42	31,149	2.04	−0.62
GENERAL MOTORS	329,190	41.66	352,144	45.01	−3.35	656,597	41.59	675,377	44.16	−2.57
FORD MOTOR CO.	152,305	19.28	148,331	18.96	+0.32	308,869	19.56	292,889	19.15	+0.41
CHRYSLER CORP.	35,126	12.04	73,029	9.33	+2.71	181,014	11.47	140,773	9.20	+2.27
AMC	11,841	1.50	14,427	1.85	−0.35	22,400	1.42	31,149	2.04	−0.62
IMPORTS	201,587	25.52	194,381	24.85	+0.67	409,927	25.96	389,328	25.45	+0.51
MISC. DOMESTIC	23	0.00	15	0.00	−0.00	30	0.00	42	0.00	−0.00
TOTAL	790,072		782,327			1,578,837		1,529,558		

Automotive News analysis of new-car registrations based on R.L. Polk & Co. statistical report. New York, Oklahoma from manufacturers' sales records. Minnesota, Feb., 1985 delayed.

Sinclair's C5

Sinclair Vehicles, Ltd., Coventry, England, is introducing the C5, a single-seat electric vehicle with a range of 20 miles, double with the optional second battery. The steering bar is located parallel to the seat where the driver's hand falls. There are no foot controls; brakes are operated by levers.

Dyna-Kote Auto Paint & Chrome Shield and Restorer.

NOW, NEW & TOUGHER!

Tougher Than Teflon® *
New and improved with
3-D POLYMER PACKAGE
FROM DOW CORNING.
*IN PAINT & CHROME SEALANT

Dyna-Kote protects your vehicle against:
• pollution
• ultra-violet sun rays
• ice and snow
• rain
• road salt
• dirt and grime
• humidity
• weather induced oxidation

For more information call or write:
Dealer Chemical Corp.
8550 Pendleton Pike
Indianapolis, IN 46226
800-428-7227

Now 5 Year Warranty

dyna-kote® AUTO
Paint & Chrome Restorer
DISC

California lawmakers battle on belts, passive restraints

By Matt DeLorenzo
Los Angeles Reporter

LOS ANGELES.—A battle is shaping up between the California Senate and Assembly over mandatory seat-belt-use legislation that would require auto makers to offer air bags or passive restraints beginning in 1989.

The Assembly has passed and sent to the Senate a bill sponsored by House Speaker Willie Brown, San Francisco Democrat, and backed by the insurance lobby that would require belt use by motorists and passive restraints from manufacturers.

The bill also contains a clause that would rescind the legislation if it results in California being counted toward the U.S. Transportation Department provision nullifying the passive-restraint requirement if two-thirds of the nation's population is covered by mandatory belt-use laws.

The California bill, which was passed by the Assembly 46 to 29, would fine motorists $20 for their first infraction and $50 for subsequent violations, and citations would be issued only if the driver was stoppped for some other violation.

Manufacturers would be fined $500 for each car sold after Sept. 1, 1989, that did not offer some form of passive restraints.

Brown has adopted the bill as his own personal political crusade and used his speaker's position to ramrod the bill through the lower house.

A somewhat similar bill that didn't go as far as the Brown measure was defeated in the Senate by a vote of 19 to 18.

Sponsored by Senator John Foran, San Francisco Democrat, it initially called only for mandatory belt use and had the support of the auto industry.

It was later amended to include a requirement for manufacturers to offer air bags as an option in response to the Assembly bill that breezed through that chamber. That move cost Foran industry support.

Foran is expected to try to reintroduce his bill, and the Senate Transportation Committee, which he heads, is also scheduled to discuss Brown's bill. The committee earlier rejected a bill that more closely resembled the Assembly proposal than Foran's.

While the bills are similar, Brown is pushing for mandatory rather than optional passive restraints which could be an obstacle to the Assembly and Senate reaching an accord. Even if both chambers were able to reach an agreement, Gov. George Deukmejian, who has said he would sign a mandatory belt-usage law, is opposed to one requiring air bags.

Go-fast present for moms on the go

BEVERLY HILLS, Calif.—For the mother who would rather drive a formula car than the family station wagon, Beverly Hills Motoring Accessories here has devised the ultimate Mother's Day gift: An $8,500 package that includes three days at the Jim Russell driving school in California and a trip for mom and a guest to Le Mans for the race.

Also included: Fireproof racing suit from boots to helmet, team jacket, luggage, Pierre Cardin driving gloves, sport sunglasses and Porsche Design watch.

Used-car auction directory

CANADA

THE BIG LITTLE CANADIAN STOCK EXCHANGE

WEDNESDAY—10:00 AM
MONTREAL AUTO AUCTION LTD.
325 Rue Norman
Ville St. Pierre
P.Q., Canada H8R 1A3
Phone (514) 489-8908
(Just 10 Minutes from Montreal International Airport)
1200-1500 Cars & Trucks

THURSDAY — 10:00 AM
ONTARIO AUTO AUCTION LTD.
406 Lake Ave., N.
Hamilton, Ont., Canada L8E 3C2
Phone (416) 560-4661
(Near Toronto)
500-600 Cars & Trucks

- American Dealers... Call for daily currency exchange rates & information.
- Dealers, Lease Companies, Banks, Finance Companies, Brokers, Daily Rental Companies, Wholesalers, & Corporate Fleets who are not registered with us & require further information...

Call Collect From U.S.A. or Canada (514) 483-6000

OHIO

Cincinnati Auto Auction. We service fleet & lease co's. Recon facilities, p.u. & del., 300 mi. Reg. sale Fri., 12 noon, Repossessed car sale 2nd & 4th Thur. 513-874-9310.

PENNSYLVANIA

Hatfield Auto Auction, Route 309, Box 309, Hatfield, Pa. 215-822-1935. Every Tuesday-11 A.M. Pickup service.

PENNSYLVANIA

PADE — Every Wednesday — SERVING DEALERS AND FLEETS SINCE 1957

Pennsylvania Auto Dealers' Exchange, Inc.

P.O. BOX 41 YORK, PA 17405

PHONE (717) 266-6611

SOUTH CAROLINA

Bruce Auto Auction & Recon Center—Fleet and Lease car and truck disposal our thing. AAA credit. 803-242-3090, Greenville, South Carolina.

TEXAS

Fort Worth Auto Auction, 2245 Jacksboro Hwy., Ft. Worth, TX 76114. Sale every Thursday. Contact: Frank Post, 817-626-5494.

WASHINGTON

So. Seattle Auto Auction. The lease & Fleet Specialists. Bob McConkey, Jr., 1-800-872-6800. P.O. Box 5189, Kent, Washington 98064.

New officers in Cleveland

New officers of the Cleveland Automobile Dealers Assn. are, from left: Richard Posner, Mid-Park Chrysler-Plymouth, Inc., immediate past president; Robert Fairchild, Fairchild Chevrolet, Inc., president; C. Patrick Kane, Southwest Ford Sales Co., first vice president; C.L. Dobbs, Crestmont Cadillac Corp., second vice president, and Gary Olin, Qua Imports, Inc., treasurer.

Tips in car-owner manuals still useful after decades

DETROIT.—The MVMA, which is encouraging car owners to find and read their ownership manuals—especially before attempting any car maintenance or repair—says much of the advice in the manuals is the same as it was 80 years ago.

For instance, instructions for the 1907 Model C, built by Northern Motor Car Co. in Detroit, included the following advice, according to MVMA:

"Every neglect of machinery and tires carries its penalty of annoyance and expense.

"It is not a difficult matter to operate a motor car, but the real trick is to know what to do when it refuses to go.

"On rough roads, slowing down and using good judgment will result in lighter repair bills.

"Frequent inspection is essential to safety, and prompt replacements and adjustments are the truest economy."

The Model C's manual said, "There is no sensation akin to that of running an automobile with full realization that you know its parts and have mastered it. It is the only way to enter the real enchantment of motorland."

V.J. Adduci, MVMA president, said, "After a house, your automobile is your most serious investment. You know where everything in your kitchen is—know the utensils your car is carrying.

"Your car will take care of you, if you take care of it."

Anglo American opens auction in Fremont

FREMONT, Calif.—Anglo American Auto Auctions, Inc., has opened its 32-acre, full-service auction here.

The six-lane auction is surrounded by 30 acres of paved area, providing 500 dealer parking spaces and more than 2,000 vehicle sales spaces.

factories list auction dates

American Motors

May 7—Aptco Auto Auction, Taylor, Mich., and High Point Auto Auction, High Point, N.C.

May 8—Metro Milwaukee Auto Auction, Caledonia, Wis.; Kansas City Auto Auction, Kansas City; Southern Auto Auction, Warehouse Point, Conn., and Mid-States Auto Auction, South Bend.

May 9—Corry Auto Auction, Corry, Pa.; Northway Exchange, Clifton Park, N.Y.; Northstar Auto Auction, Shakopee, Minn., and Evansville Auto Auction, Evansville, Ind.

May 10—Floyd Hauhe Auto Auction, Bridgeton, Mo.

May 14—D-A Auto Auction, New Stanton, Pa., and Arena Auto Auction, Chicago.

May 15—Columbus Fair Auto Auction, Obetz, O., and Central States Auto Auction, Mason City, Ia.

May 16—Todd Auto Auction, Telford, Pa.; Evansville Auto Auction, Evansville, Ind., and Northstar Auto Auction, Shakopee, Minn.

May 21—Aptco Auto Auction, Taylor, Mich., and High Point Auto Auction, High Point, N.C.

May 22—Metro Milwaukee Auto Auction, Caledonia, Wis.; Kansas City Auto Auction, Kansas City; Southern Auto Auction, Warehouse Point, Conn., and Mid-States Auto Auction, South Bend.

May 23—Corry Auto Auction, Corry, Pa.; Northway Exchange, Clifton Park, N.Y.; Northstar Auto Auction, Shakopee, Minn., and Evansville Auto Auction, Evansville, Ind.

May 24—Floyd Hauhe Auto Auction, Bridgeton, Mo.

May 28—D-A Auto Auction, New Stanton, Pa., and Arena Auto Auction, Chicago.

May 29—Columbus Fair Auto Auction, Obetz, O., and Central States Auto Auction, Mason City, Ia.

May 30—Todd Auto Auction, Telford, Pa.; Evansville Auto Auction, Evansville, Ind., and Northstar Auto Auction, Shakopee, Minn.

Chrysler Corp.

May 7—Hatfield Auto Auction, Hatfield, Pa., and Golden Gate Auto Auction, Fremont, Calif.

May 8—Columbus Fair Auto Auction, Obetz, O.; Southern Auto Auction, Warehouse Point, Conn.; South Seattle Auto Auction, Kent, Wash., and Indianapolis Auto Auction, Indianapolis.

May 9—Fredericksburg Auto Auction, Fredericksburg, Va.; Atlanta Auto Auction, Red Oak, Ga., and Arena Auto Auction, Chicago.

Ford Motor Co.

May 8—Columbus Fair Auto Auction, Obetz, O., and Concord Auto Auction, Acton, Mass.

May 9—Arena Auto Auction, Chicago, and Dallas Auto Auction, Dallas.

May 15—Indianapolis Auto Auction, Indianapolis; Lakeland Auto Auction, Lakeland, Fla., and Brasher's Southern California Auto Auction, Fontana, Calif.

May 16—Aptco Auto Auction, Taylor, Mich.; 166 Auto Auction, Springfield, Mo., and Skyline Auto Exchange, Fairfield, N.J.

May 22—Northway Exchange, Clifton Park, N.Y., and Clanton's Auto Auction, Darlington, S.C.

May 23—Floyd Hauhe Auto Auction, Bridgeton, Mo.; Baltimore Washington Auto Exchange, Baltimore; Big H Auto Auction, Houston, and Denver Auto Auction, Englewood, Colo.

General Motors

May 7—Florida Auto Auction of Orlando, Orlando.

May 8—Northstar Auto Auction, Shakopee, Minn.; Brasher's Auto Auction, Fontana, Calif., and Omaha Auto Auction, Omaha.

May 9—Nashville Auto Auction, Nashville.

May 14—Southern Auto Auction, E. Windsor, Conn., and South Seattle Auto Auction, Kent, Wash.

May 15—Clanton's Auto Auction, Darlington, S.C.

May 16—Indianapolis Auto Auction, Indianapolis, and Big H Auto Auction, Houston.

May 22—Brasher's Salt Lake Auto Auction, Salt Lake City, and Metro Auto Auction, Kansas City.

May 23—Butler Auto Auction, Gibsonia, Pa., and Arena Auto Auction, Chicago.

Used Car Sales
Auction Averages

April 1985	$4,961
Month ago	$4,388
Year ago	$5,483

Model Breakdown
Auction Averages

	APR. 1985	MAR. 1985	FEB. 1985
1985	$11,744	$12,924	$14,691
1984	$8,522	$9,046	$8,850
1983	$5,484	$6,028	$6,171
1982	$5,228	$5,332	$5,185
1981	$4,063	$4,544	$4,849
1980	$3,511	$3,474	$3,301
1979	$2,622	$2,869	$2,742
1978	$1,936	$1,578	$1,937
Overall Average	$4,961	$4,528	$4,782

NEW JERSEY

ENCORE! Ford

FORD FACTORY SALE

You're Invited to Attend this Repeat of April's Super Sale!

FOR FORD & LINCOLN MERCURY DEALERS ONLY

Thursday, May 16th - 10 A.M. *(Special Starting Time)*

400 UNITS The sale will begin at 10 A.M. sharp with **100 Tempo, Topaz, LTD** repurchase vehicles... followed by **250** fully reconditioned and retail ready Factory vehicles, followed by... **50** Tempo, Topaz, LTD repurchase vehicles.

Don't Miss This Sale!

All Tempo, Topaz Repurchase Vehicles come with:
- **12 Month/12,000 mile factory warranty**
- **100% Financing available through Ford Motor Credit Company**

FREE BREAKFAST: 8 AM to 11 AM!

Call us the day before for Airport Pick up – NEWARK or ESSEX COUNTY AIRPORTS.

SKYLINE AUTO EXCHANGE, INC.

100 Rt. 46, Fairfield, NJ (201) 227-0100

Commercial Car Carriers AVAILABLE for Your Rental